

C 42.473. N 13

a supplement to

**International
Commerce**

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TRADE MISSION REPORT

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NORWAY & DENMARK

A U.S. DEPARTMENT OF COMMERCE PUBLICATION

A SUPPLEMENT TO

***International
Commerce***

... the weekly news magazine for world traders published by the Bureau of International Commerce and sold by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, and by Department of Commerce Field Offices for \$16 a year.

1963

TRADE MISSION TO

NORWAY & DENMARK

A U. S. DEPARTMENT OF COMMERCE PUBLICATION

U.S. DEPARTMENT OF COMMERCE
Luther H. Hodges,
Secretary

BUREAU OF INTERNATIONAL COMMERCE
Eugene M. Braderman,
Director



For sale by the U.S. Department of Commerce, Washington, D. C. 20230, and its Field Offices
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U. S. Machinery and Equipment Trade Mission to Norway and Denmark

William D. Carlebach

Mr. Carlebach as Deputy Director of the U.S. Department of Commerce New York Field Office has specialized in helping to direct international trade activities, and he was Chairman of the Businessmen's Conference in New York for the Israel and Cyprus Trade Mission last year. Mr. Carlebach was previously First Deputy Commissioner of the New York State Department of Commerce. Mr. Carlebach attended Harvard College.



Elmer J. Hanks

President of the Instrument Control Co., Numeric Machining, Inc., and the Testscor Co., which is engaged in educational testscoring by electronics, Mr. Hanks was formerly a project engineer for the Minneapolis Honeywell Regulator Co. Previous to that he was an industrial engineer for U.S. Steel Corp. and with the General Electric X-Ray Corp. Mr. Hanks took graduate work at the University of Minnesota.



Martin A. Evers

Mr. Evers is President and owner of Red Door Farms, Inc., and The Evers Co., which distribute food products and manufacture seasonings and spices. He is former President of the Canada Dry Bottling Co. of Dayton, Ohio.



Mr. Evers began with the Canada Dry Ginger Ale Co. in New York in 1939. He is an expert in all food processing and packaging procedures. Mr. Evers has an A.B. degree from Harvard College.

The U.S. Machinery and Equipment Trade Mission to Norway and Denmark visited those countries May 18-June 23. Director of the Mission was William D. Carlebach, Deputy Director of the Department of Commerce New York Field Office. In addition to the five industry members pictured with the director on this page, Kenneth P. Finnerud, Foreign Trade Specialist of the Miami Field Office, served as Trade Development Officer.

U.S. Mission in Denmark

The U.S. Trade Mission operated in Denmark June 3-23. Trade Information Centers were set up in Copenhagen, June 5-8; Aarhus, June 10-12; and Copenhagen, June 13-23.

Twenty-four plants were visited by Mission members in Copenhagen, Aarhus, Randers, Horsens, Hillerød and Lillerød. Members attended and spoke at 11 meetings with groups ranging in size from 20 to 85.

Personal interviews numbered 206; Business Proposals presented, 659; those which received 1 or more responses, 311; two or more responses, 111.

The Mission developed a total of 230 trade opportunities, as follows:

For export, 114; import, 75; licensing/joint venture, 34 (27 to be set up in Denmark); services, 7.

U.S. Mission in Norway

The U.S. Trade Mission to Norway operated in Norway May 18-June 2. Trade Information Centers were set up in Bergen, May 21-23, and in Oslo, May 24-June 2.

Mission members attended and spoke at 4 meetings with groups ranging in size from 15 to 150. Trade and investment opportunities developed by the Mission totaled 165. Personal interviews numbered 148; plant visits, 20; Business Proposals presented, 652; those which received 1 or more responses, 319; 2 or more, 128; export opportunities, 124; import opportunities, 20; licensing/joint ventures, 21.

Richard B. Frodge

Mr. Frodge, New York Representative for Logan Co., manufacturer of a complete line of conveyors, has a long history in engineering and machine work. Mr. Frodge has had his own consulting engineering firm which specialized in materials handling installations and design. Previous to that he was Division Manager of Fairfield Engineering Co., and from 1943 to 1954, he was with Alvey-Ferguson Co. as a draftsman, designer and sales engineer.



William J. Gears

Mr. Gears is Vice President and General Manager of Giannasca General Corp. of Long Island City, New York and consultant to, and former sales engineer of the U.S. Rubber Co., New York City. Mr. Gears has marketed a new product entry of plastic and chemical commodities and processes throughout the United States. Mr. Gears is a graduate of Adelphi College and the University of Notre Dame.



James Turnbull

Executive Vice President of the Douglas Fir Plywood Association, Mr. Turnbull, has an extensive background in plastics and chemicals. From 1958 to 1962 he served as a consulting engineer both privately, as a partner in Price Associates, Inc. of Springfield, Mass., and through DeBell & Richardson, Inc. of Conn. Previous to this he served with Monsanto Chemical Co. from 1938. He was born in Springfield, England.



U.S. Mission to Denmark says: 'Good things often come in small packages'

Despite size of country, economy is expanding and market is substantial; with today's rapid communications, U.S. firms can meet geographic advantage of competitors

BY WILLIAM D. CARLEBACH

The members of the U.S. Machinery and Equipment Trade Mission to Denmark, after visiting the country June 3-23, can attest to the truth and wisdom of that old saying, "Good things often come in small packages."

Denmark is a vibrant, small country—a collection of 500 islands and most of the Jutland peninsula, constituting 16,500 square miles of land not including Greenland and the Faroe Islands—with a population exceeding 4.5 million. The Copenhagen area has a heavy concentration of population; other important industrial centers include Aarhus and Aalborg, both visited by members of the Trade Mission.

Expanding economy

Notwithstanding the disparity in size between that land and ours, there is a considerable market in Denmark, for Denmark has an expanding economy. The market will be developed for U.S. interests only through the most diligent effort.

American firms must reply more readily to correspondence from Danish firms, and should recognize that in these days of jet air travel and rapid telephonic communications American firms can overcome the geographic advantage held by Denmark's industrial neighbors. An aggressive sales effort combined with patience, competitive pricing, and diligent follow-up and follow-through can bring substantial additional business.

The warmth and friendliness of Denmark's business community was evident to the Mission at every turn. English is indeed the second language, and U.S. businessmen corresponding with their Danish counterparts should encounter no language difficulties.

Historically an agricultural nation, Denmark in recent years has placed more and more emphasis on industrial production, so that today industrial production exceeds agricultural output.

The labor market is tight; there is virtually no unemployment. The relationship between management and labor is good.

There appears to be a significant interest in machinery that will enable manufacturers to increase production without increasing the labor force. There is one point of caution, however. Given a present capacity of 1,000 articles an hour, there is a need for machinery that will permit manufacture of 2,500 or 3,000 per hour. U.S. machinery, geared to a mass market and capable of producing 10,000 articles an hour, is just too big a machine in Denmark's terms. U.S. manufacturers—of materials handling equipment, for example—will have to

gear their thinking to the more modest needs of Danish industry.

Specific export opportunities for U.S. firms were developed for meat-packaging
Neighbors have advantage

Prevailing competition for the Danish market comes from Germany, Great Britain, and Sweden. It is a competition that can be met only by the most ardent application of initiative, for these countries have a geographical advantage. When U.S. brand products are found in Denmark, it is not unusual to find that they were manufactured in England (farm machinery) or in Germany (automobiles).

Trade to and from Denmark is virtually free of restrictions. America's willingness to lower its barriers affecting Danish trade, as for example, the increase in blue cheese quota, has been well received by the Danish people.

The Government encourages certain types of direct investment and offers assistance to foreign investors in their preparatory investigations. In meetings with representatives of the Danish government, the Trade Mission members received the most cordial cooperation.

In more than 200 interviews with Danish businessmen, a substantial number of licensing opportunities were uncovered, opportunities including joint-venture possibilities.



ORCHARD DISTILLERY: 40 miles south of Copenhagen is this rural but modern cherry bottling plant.

Fast pace of Danish industrial expansion should interest U.S. manufacturers of materials handling equipment

Lower capacity machines needed today; U.S. should be prepared to sell more elaborate equipment when Danes are ready for it

By RICHARD B. FRODGE

The fast pace of industrial expansion in Denmark should make this market of special interest to all manufacturers of materials handling equipment.

Most Danish industry, now in the simple fork truck-crane-pallet stage, should soon be ready for automatic cycling cranes, stacking units, narrow aisle and special purpose trucks, path following trucks and/or towing units, transportation and assembly line conveyors, special purpose grabs, and automatic palletizers and depalletizers.

Be ready to sell

The lower capacity, lower cost semi-automatic and automatic units are needed today. Preparations should be made now for the more elaborate equipment so that the U.S. will be ready to sell when they are ready to buy.

Local representatives are needed. Good business practices in the United States are also good business practices in Denmark. Local manufacturers for some portions might be used. U.S. equipment in general is highly regarded with special emphasis on fork trucks. Major fork truck users often limit bids to U.S. firms as they claim to have found that foreign makes do not hold up under heavy service.

English can be used for business correspondence and instruction pamphlets. If possible, these media should be profusely illustrated to help avoid misunderstandings.

Watch terminology

Differences in terminology can cost sales; for example, others refer to case stackers as palletizers. A high-capacity automatic palletizer with interlocking patterns costs much more than a slow-speed stacker unit, but the Danish businessman sometimes thinks the two are similar machines.

If local products are used as components they should be carefully checked to see if they are compatible with U.S. designs; for example, there are some indi-

cations that local belting is stiff by U.S. standards and might not perform satisfactorily around the smaller diameter pulleys. For best results, verify the suitability of components.

May buy components

Manufacturers of components—bearings, pulleys, sheaves, chains, sprockets,

speed reducers, motors, controls, belting, speed variators—might want to investigate the Scandinavian market. These parts reportedly are not in convenient supply, and equipment manufacturers often make individual items of this type.

Good transportation conveyors, both bulk and package, are built in Denmark. Though light by U.S. standards for industrial purposes, they seem well designed. Quality of workmanship is high. Prices seem somewhat higher than in the United States. Deliveries run substantially longer. None of the more sophisticated processing type systems were seen. Generally speaking, production at present is light and machines of this type may not yet be needed.

Some U.S. firms are competing successfully now; surely others can.



TIC's: U.S. Machinery and Equipment Mission set up Trade Information Centers in cities marked on map.

Danish industries could use better machinery for packaging and furniture woodworking

U.S. suppliers have had more experience in packaging than chief competitors, but machines are often designed for higher capacity than Danish market needs

Many furniture makers need more efficient equipment; variety of other items also offer sales possibilities

By WILLIAM J. GEARNES

Danish agricultural products are giving an assist to Denmark's industrial development with the advent of frozen and processed foods. Denmark is becoming a massive food processing plant; thus, it is easy to see how U.S. packaging machinery should become a big export product to that country.

Furniture woodworking equipment is needed to replace inefficient machines and cut production costs. Some consumer goods, plastic coating equipment, and chemical raw materials also offer sales possibilities.

Packaging machinery, equipment

The Germans, the English, and the Swedes are all working toward exploitation of the growing packaging machinery and equipment market in Denmark. The United States is not getting its fair share for several reasons. First, our equipment is designed for U.S. production requirements, which are big; we are offering more than is required by Danish food plants. The Germans, on the other hand, are selling equipment designed for shorter runs; boxmaking machines produce 160 a minute instead of the 400 a U.S. model would turn out. The German machine is more suited to Danish needs. U.S. equipment with greater capacity is faster than the Danish manufacturer can cope with and also more expensive because of the greater speed.

This situation is also true for dielectric heat sealers and certain vacuum forming equipment. The recent Interpac Exposition showed that on an identical piece of equipment the United States is competitive in price across the board. We need only sell the idea that the two countries are no more than 6½ hours away

and that we are interested not only in selling the equipment, but also in servicing it if necessary. We should have the edge in packaging equipment because we have had more experience than the three biggest countries we are competing against in this field.

Woodworking equipment

There are about 465 furniture manufacturers in Denmark. Within the next 18 months this figure is expected to be reduced by 20%, due to lack of business as a result of inefficient production equipment and procedures.

Right after World War II, U.S. consumers were interested in Danish modern furniture. Sales grew slowly at first, then started to take off, increasing 30% in 1960 to \$7 million. Denmark was exporting 25% of its total furniture exports to the United States. Since 1960, export sales to the United States have been dropping and in 1963 are expected to decline to \$5.5 million.

The reason for this decline is not that Danish furniture is losing favor. On the contrary, it is still growing by leaps and bounds. Denmark has priced itself out of the market. Yugoslavia and Italy are the big sellers to the United States now.

Danish furniture manufacturers have to cut the labor cost; to do this, new plants and equipment are needed. Four new plants costing many millions of dollars have been built in the last few years. Many more new plants will be built, requiring two side planners, four side molders, band saws, and form presses. Total investment in woodworking equipment of this type could run into several million dollars. At present, Germany and England are getting the lion's share.

Several hundred thousand dollars worth of plastic coating equipment is needed in Denmark. The two biggest Danish factories are running handmade direct knife coaters at a speed of 4 to 6 yards a minute while in the United States the rate is 40 yards per minute. A polyvinyl chloride sheeting extruder costing around \$40,000 could also find a market there. Although this is not tremendous business, it could open the door to other European sales opportunities.

Consumer goods

In spite of high per capita purchasing power, the market for consumer goods is small because of the size of the country. Volume business requires penetration of other new EFTA markets through Danish firms. New U.S. products not yet made in Europe, attractively packaged, with a U.S. success story promoted in Denmark, offer the strongest potential. Such product lines as kitchenware, hardware, beauty preparations, are most sought by agents.

In chemical raw materials, U.S. firms are already well represented through top quality agents. A number of agents are looking for lines of chemical and pharmaceutical raw materials from American firms to replace lines they formerly sold for a large European producer. Nylon, dacron, expanded polystyrene, polyethylene, PVC are the lines most sought.

Warehousing and transportation facilities are adequate to conduct maximum trade throughout the country when needed capital is available to finance inventory buildup for imports or exports.

Germany, England, and Sweden are the strongest U.S. competitors in Denmark. Their degree of success is largely due to the importance of each to Denmark's own export program and also the close proximity of each.

The United States is highly regarded and the door is always open for business. Of course, one must go through the door or he will get nowhere. When visiting various factories, one still finds Marshall Plan sewing machines with the U.S. flag on the side of equipment which is still in use. On the same floor one sees a great deal of German made machinery, new and a few years old.

U.S. exports to Denmark could be increased substantially with a correct approach. My recommendation rests with the word sell. The Danes were traders when we weren't even a nation, and they want business proposals on which to buy and sell. As experts, they can recognize a good deal as quickly as a phony and are ready to move when the proposal is "clean." The business potential is here.

U.S. exports can be increased by producer who makes buying easier for Danish trader

Importers and retailers oriented to European sources;
U.S. suppliers' diligence can overcome handicaps

By JAMES R. TURNBULL

With about a third of its population in and around Copenhagen, one of the world's most cosmopolitan cities, Denmark represents a more sophisticated market than its geographical size and population indicates.

In Denmark, for the U.S. producer, nothing is impossible—but some things are more difficult than others. In this cheese, meat, and vegetable producing country, Campbell soups and Kraft processed cheeses are sold in quantities sufficient to justify the marketing effort. Citing these perhaps extreme examples, it is possible to say that U.S. trade can be increased wherever the American producer is willing to make it easier for the Danish businessman to buy.

Danish importers, retailers, and manufacturers have been oriented to European supply sources including Great Britain. The general impression that U.S. sources are high cost, slow in service and delivery, and otherwise noncompetitive is widespread. Retailers and distributors who have had recent experience in efforts to import U.S. consumer goods cite high freight costs and an excessive burden of charges by forwarding agents, which on some small shipments have represented as much as 60% of the f.o.b. invoice value of the goods.

Despite these circumstances, opportunities for a significant improvement in total U.S. exports to Denmark do exist and will respond to a diligent application of mutual efforts to find ways around the handicaps—both real and imaginary.

As about 40% of her gross national product is exported, implying both self-sufficiency for internal consumption and a substantial surplus for shipment overseas, there are certain classes of goods for which Denmark is not a promising market. Generally, they fall under the following categories: meat and dairy products; light machine tools; light agricultural equipment; shipbuilding and marine engines; beverages of low alcohol content; glass and ceramic products; woodenwares and wood furniture; and fabricated basic process equipment.

A considerable part of Danish industry is marking time. The dampening effect of Government efforts to halt an

internal consumption boom is definitely being felt. Indecision over the eventual outcome of Denmark's position vis-a-vis the European Economic Community and the European Free Trade Association also has a bearing.

Within these immediate limitations, opportunities exist for U.S. capital goods producers who presently have no position or representation in the Danish market to take positive steps.

Various spot checks by the Mission indicated that U.S. abilities to compete in terms of price, and deliveries are relatively better than at any time in recent years.

Danish capital goods producers, especially small- and medium-sized companies, are operating at comparatively low levels on their traditional and established product lines. Idle plant capacity is therefore causing them to work actively for new lines which can utilize their plant facilities, available labor force, and distribution channels. The Mission found an active interest in licensing of U.S. products for manufacture in Denmark as an evidence of this situation.

Consumer goods

Denmark is currently enjoying an all-time high in its standard of living. One evidence of this is the interest of distributors and retailers in obtaining "prestige" lines and items of U.S. consumer goods. Although the market for them may be limited in total unit volume, a market does exist, and it would appear to justify more effort on the part of U.S. producers.

Product categories of interest include textiles, clothing and accessories, kitchenware, small appliances, and household convenience products.

The introduction last year by the Danish Government of an across-the-board 9% purchase tax to slow down consumer buying caused a temporary boom in advance of the tax, followed by the anticipated consumption drop. A rise to near normal levels except for major items such as automobiles has recently developed.

U.S. producers of electric appliances and electrical devices wishing to sell in Denmark must first obtain approval of DEMKO (Danish Electrical Material Control), a procedure similar to but dif-

fering in its requirements from that of Underwriters Laboratories in the United States. Testing fees range from about \$20 to \$55 per device submitted.

It is hoped that through contacts arranged by this Mission, trade between the U.S. and Denmark can be greatly enhanced.

Many Danes prefer U.S. equipment

Sales opportunities are many
but competition is vigorous

By ELMER HANKES

Denmark is a land of opportunity. It occupies a key position geographically. Its people and businessmen are progressive and willing to work; industries often employ two-shift operations and sometimes three.

Many Danes prefer U.S. equipment. An organization which had just purchased a \$10,000 recorder from a U.S. firm reported that its principal complaint in doing business with American companies was lack of interest; good responses come from only half of the inquiries, 25% are ignored, and 25% of the replies are superficial or routine.

There is considerable evidence of expansion in productive capacity and the opportunities for sales are here, but competition is strong. Figures for 1961, from European sources, show that the Germans have nearly 50% of the Danish import market in machine tools.

Russian, Czech, and Polish equipment appears in the Danish market under a quota system arrived at in special trade agreements. Users are free to bargain for it within the quotas available. Except for the Czech machinery, Eastern European equipment is not highly regarded here.

The electronic field is growing, but slowly. There are opportunities for license arrangements. The Danes are good producers at low cost; however, they reach only a small market of their own. Companies seeking new products are financially strong and are not interested in financial participation—just license and royalty payments. It is difficult for new portfolio investment to come into Denmark from abroad.

Danish skills and equipment are usually good. Danes should be capable of manufacturing even the most sophisticated and precise control and measuring equipment.

Enviably profit opportunity seen for U.S. food machinery firms that enter Danish market now

Processing equipment having limited production capacity should sell well in this small but thriving country

BY MARTIN A. EVERS

The U.S. firm which can project the Danish market for the next 5, 10, or 15 years and starts now conditioning itself into this market will have an enviable profit opportunity.

We have substantial immediate sales opportunities in certain kinds of machinery, we have a great public relations job to do with the Danish business community, and when the markets to which the Danes sell are expanded we will have a sharp advantage.

Product diversification

That the Danish food industry supplies a small market in U.S. terms—with the exception of ham, poultry, and dairy products—means that productive requirements are smaller than in the United States, while the variety of items produced by a firm is greater. A candy company will produce all kinds of candy—chocolates, bars, hard candy—and in packs for all kinds of users; a cheese company will produce a wide variety and supplement it with cheese and caviar or caviar and mayonnaise.

This kind of product diversification runs throughout the food industry. No one product can utilize the capacity of a plant or the labor force employed. The Danish business community realizes the basic inefficiency of this kind of production and seeks larger (foreign) markets whose increased demand will in itself necessitate increased productive efficiency.

Immediate sales opportunities lie in four categories:

♦ For hams, poultry, and cheese, we can sell food processing machinery now because these markets are so great that U.S. equipment can be used without showing excess productive capacity. An agent for a U.S. firm selling machinery to the poultry industry shortly will have sold 10 machines for about a half million dollars; these units will pay for themselves in 5½ months by savings in wages alone. We can sell—and I mean sell in the hon-

orable and traditional sense of selling (contact, soft-sell, service)—the kinds of machinery that we sell to these industries in the United States.

♦ Our public relations job lies in pointing out that our machinery is inexpensive because of the relatively little down time and the great labor savings. Our competitors have convinced the Danish import agent who in turn convinces the manufacturer that our machinery is expensive. The Danish import agent calls the signals to a much greater extent than his U.S. counterpart. I suggest that the U.S. food machinery industry zero in on these agents and through careful presentation graphically demonstrate the positive advantages of U.S. machinery—it's an inexpensive way to sell a great deal of machinery.

♦ Our smaller food processing manu-

facturers who have not been selling internationally have great opportunities because their machinery would not have excess capacity. An outstanding liqueur manufacturer produces 17 different sizes of his product. He can not use a large filler with a capacity of 300 to 400 per minute but he can use machinery that produces 20 to 50 per minute.

♦ There is a lack of packaging and packing machinery for both large- and small-volume firms. A particularly soft spot is the final part of the Danish production line. At the end of a cake-mix line which had fine U.S. machinery and one person operating it, six people were working—hand taping the carton, hand packing the packages in the carton, hand sealing the carton, and hand stacking on a pallet.

Also there is a lack of materials handling equipment and power hoists. In one candy company soft chocolate was going from production point to production point in a kind of wheelbarrow.

Marketing know-how

Although chiefly concerned with machinery and equipment, I am convinced that a genuinely exportable service is our marketing know-how. This know-how is essential to the successful sale of machinery in Denmark by U.S. firms and will result in our securing a large share of the Danish market.

This marketing service also can be used by Danish manufacturers in expanding their markets in other countries,



GLASS WORKS: Near Naestved, established in 1825, where craftsmanship passes from father to son.

Mission's eye-opening 16 days in land of midnight sun points to potential for U.S. machinery

If Americans are to tap this market, submitting bids is not enough; suppliers must aggressively seek business, be prepared to go to Norway to give technical assistance

By WILLIAM D. CARLEBACH

Because it had been determined that a market exists in Norway for machinery and equipment, a U.S. Trade Mission consisting of five businessmen with a background in this field arrived in Norway on May 18. The Mission spent an eye-opening 16 days in this land of the midnight sun.

A market for U.S. machinery and equipment does indeed exist. But if American firms are to tap this market, they must be prepared to aggressively seek the business and they must be prepared to go to Norway and offer technical assistance. It is not reasonable to believe that business will automatically fall to those who submit bids. There must be follow-up, there must be aggressive selling, there must be a willingness to meet our competitors' best offers, and sell on the basis of price, service, and a superior piece of equipment.

Norway is a country with a relatively small population—3,655,000—widely distributed throughout its 124,587 square miles.

Distances are great, for Norway is more than 1,600 miles long, north to south; at some points it is only 30 miles wide. The terrain is generally mountainous and frequently, particularly during the long winter months, travel other than by air or sea is impossible. As late as May 23 the road from Oslo to Bergen, the two largest cities, was still impassable.

People moving to cities

There are only five cities whose population exceeds 30,000 and herein lies one of the major problems in terms of Norwegian-American trade. As in America, the population is shifting from the rural areas to the cities. There is also considerable road construction underway. These two developments should strengthen Nor-

way's economy and open more doors for U.S. manufacturers.

Few manufacturing facilities are large scale; yet it was obvious to the Mission that many manufacturers who had previously thought only in terms of a Norwegian market now are willing to expand their horizons, particularly in view of EFTA tariff cuts.

It is not unusual to hear an enterprising Norwegian businessman seek to become a licensee for the manufacture of major appliances with the understanding that parts will have to be made in several separate facilities and assembled in still another. This is a common problem, an outgrowth of the historic smallness of the Norwegian market.

Norwegian firms generally require longer credit terms than are customary in the United States.

Very few Norwegian firms will consider purchasing against a confirmed letter of credit; 30 days' to 3 months' credit are usually granted.

Many U.S. newcomers to the export trade have not availed themselves of the benefits of the U.S. export credit insurance and guarantee programs; therefore they have been unable or unwilling to grant the customary credits and as a result have lost sales contracts.

The U.S. export credit insurance and guarantee programs are summarized in *International Commerce*, March 25, 1963, pages 2-5.

Another characteristic of the Norwegian market is the general reluctance of Norwegian importers or agents to deal with middlemen, and their insistence on dealing directly with the producer.

Norway is eager to increase its output of capital goods, but recognizes the need to do so within the framework of its existing and limited labor force. Therefore machinery which will contribute to high productivity while not requiring a significant increase in labor has an excellent chance of finding a market.

This business will not automatically come to U.S. firms; it must be actively sought. The Mission members heard far too frequently of instances in which U.S. manufacturers had failed to even respond to legitimate inquiries from their Norwegian counterparts. And yet the historic friendship between our countries was everywhere in evidence.

The great need in Norway is for small machinery—not large. While Norway is kindly disposed to the latest in new technological developments, the Mission frequently found that the Norwegian businessman was awed by the capacity of U.S. machinery, a capacity that exceeded Norwegian needs.

Competition strong

Competition for this market is strong. The United Kingdom, the Federal Republic of Germany, Sweden, and Japan are working hard to strengthen their share of Norway's imports. Their representatives are in the field, using hard-sell techniques and offering technical advice and assistance. This approach—offering technical assistance—is one that should be developed to a greater degree by U.S. firms.

Trade to and from Norway is relatively free of licensing restrictions.

Norway is a producer of tremendous quantities of hydroelectric power. Electricity is everywhere available. Stringent safety regulations are applied to the manufacture and sale of electrical appliances. These regulations make it difficult for U.S. firms to compete in the small electric tool field as well as most electric appliances and equipment.

Interest expressed

Substantial interest in American products was repeatedly expressed in the 148 across-the-table interviews between U.S. businessmen and their Norwegian counterparts. The general area of food products and food processing machinery seems to offer the best opportunity for increased U.S. exports. Interest was also expressed in packaging material and machinery, conveyor belts and material moving equipment, textiles, woodworking machinery, plastics and plastic machinery.

Norway a market for spare parts of U.S. machines

Much equipment furnished by Marshall Plan now needs repair; close pricing urged

By RICHARD B. FRODGE

Of direct interest throughout the entire machinery field, the Mission to Norway found, was the availability of spare parts for U.S. equipment furnished through the Marshall Plan and for various military assistance programs. Many of these tools and machines are now in need of repair. An appreciable market is assured.

Although U.S. manufacturers of rollers, graders, machine tools, aircraft, weapons, communication equipment, and similar items have an inherent advantage in providing spare parts for machines they made, this market will attract outside interests; therefore, some selling effort and close pricing will be needed.

Market for components

Many Norwegian manufacturers are equipped to manufacture miscellaneous parts. This practice is followed even when apparently uneconomical. Component manufacturers and power transmission firms might find a market.

The market for new equipment should not be overlooked. Most of the assistance programs have been terminated and sales must be made direct to the Norwegian Government and consumer and not through the U.S. Government as a central procurement office.

Although a member of NATO, Norway procures much of its own equipment and supplies. U.S. manufacturers can bid on a wide variety of products, many of them similar with or identical to products now being furnished to the U.S. Department of Defense. Concerns supplying this market within the United States should communicate with Norway as well as other members of NATO, SEATO, and other free nations. U.S. manufacturers of such items as tanks, special purpose vehicles, armaments and ammunition, aircraft, radar, and computers should have a good chance at this market.



INDUSTRY BESIDE THE FJORD: Located in a beautiful Norwegian Fjord setting is the 'Norsk Hydro-Electrisk Kvoelstofkieselskab', the Glomfjord Solpeter plant, a typical far northern industrial scene.

Expansion of materials handling industry in Norway should lead to use of more reliable labor-saving equipment

Increasing industrialization and modernization, continued labor shortage point to potential market for these systems, especially the simpler automatic units

By RICHARD B. FRODGE

The materials handling industry in Norway is expanding in line with increasing industrialization and modernization of existing plants. Greater operating experience and continued labor shortage should lead to the use of more reliable labor-saving equipment, a field in which the United States is dominant.

Simple units have potential

Sophisticated automation seems to be primarily confined to the United States. Only a few Norwegian firms are now ready for such systems. The simpler automatic units, though, have a large potential market. U.S. prices seem low in general on a comparable equipment basis, but our units tend to be heavier and more elaborate. Norwegian firms can be

sold on the stronger, trouble-free American constructions but the use of lighter, simpler units also should be considered.

Present competition is primarily English, Swedish, German. Most firms claim they have not bought U.S. equipment solely because no U.S. firm has tried to sell to them. Local representation is needed. Service and prompt action are as necessary in Norway as elsewhere. Most firms need longer credit terms than are customary within the United States; but export credit insurance programs are offered through the U.S. Government at low cost. A good product with proper service and reasonable price is in demand in Norway.

Expansion planned

Many Norwegian firms plan expansion. Boom conditions are expected by

many businessmen. Most of the foreign equipment now in use has lower capacity and higher operating cost than comparable U.S. units.

Interest in all of the new American products and developments is widespread. Special application machinery of all kinds received avid attention. Most local and European equipment was relatively simple without special-purpose refinements or attachments. Diesel-powered and light-weight units were requested for yard and road use. Containerized handling was of interest.

U.S. business practices can be successfully applied in Norway. Buying and selling methods are almost identical with those used in the States. U.S. companies with subsidiaries in Norway seem to have no unusual operating problems. English is widely used throughout the Norwegian business community. Simple, easily understood wording is advised. Some business terms, such as f.o.b., have different meanings in different lands.

A U.S. company doing business in Norway might well want to have a local manufacturer fabricate simple, bulky items and ship to Norway only the more complicated machinery. Much of the conveyor belting is available from Norwegian manufacturers at competitive prices. Assembly of components could take place at the job site. In general, Norwegians are skilled, trained, competent and well equipped to handle this work. Several local manufacturers expressed interest in such an arrangement. Many have had machinery and conveyor experience.

As U.S. prices seem competitive and U.S. equipment preferred, it would seem this market could be opened.

Trade with Norway should be pursued

Export opportunities have been available for some time, but often unnoticed by U.S. firms

By WILLIAM J. GEARNS

The potential volume of trade with Norway is not massive but is interesting enough to go after with vigor.

Export opportunities have been available for some time but often have gone unnoticed by U.S. manufacturers and are seized by other nations—Germany, Italy,

and the United Kingdom. The standard of living in Norway is one of the highest in the world and therefore offers buying power for many consumer products.

Although a small country, Norway has natural geographical obstacles which makes distribution of goods slow and costly, a fact few U.S. firms realize. Making personal contacts in the northern sector of the country can consume as much as eight days and is expensive.

The Norwegian businessman is well schooled in commerce, is honestly straightforward in his dealings, and will not undertake anything he feels he cannot handle financially. He dislikes aggressive push by either buyer or seller.

Areas of opportunity

The "bulls-eye" for U.S. firms lies not with capital goods so much as with consumer products.

Packaging machinery, laminators for high-pressure laminates and advanced extruders, which are tied to technological improvements, are being sought from the United States now as well as from Europe. Their rising labor costs and long delivery dates are making U.S. equipment look more attractive.

A housing shortage in certain areas and evidence of plant expansion in some fields should help create more demand for construction and building materials. Flooring is of particular interest, especially insulated floor products.

Dried fruits are in demand from many groups. The Middle East offers greatest competition. Yeast and wheat germ are also in wide demand by Norwegian food specialists.

"Made in U.S.A." has prestige

Purchasing power is available for consumer products. "Made in U.S.A." carries a prestige found in no other product in Norway. Stores make a point that the product not only carries an American name but was actually made in the United States and therefore has a better finish, appearance, and other desirable characteristics.

Consumer products also offer possibilities for licensing agreements, joint ventures, or assembly operations.

U.S. firms are not making enough good sales presentations, and for this reason far too few brand names are to be seen in stores and windows.

If the U.S. businessman looked at Norway as he would one of the ten major markets in the United States and planned accordingly, there is little doubt that immediate sales would result. We need only ask and we could pick up a solid customer.

U.S. food processing machinery can be sold in Norway

Expanded market seen by forward looking industry men there

By MARTIN A. EVERS

We can sell U.S. food processing machinery in Norway if we will. I think the profit is there.

As a whole, the men in the Norwegian food industry are progressive. They foresee an expanded market for their products as a result of anticipated international reductions in tariffs. They recognize that an expanded market imposes new demands on their productive capacity. Of course, there are hand sitters who see only a small market created by the demand of 3,655,000 people—the Norwegian population. The U.S. industry should concern itself primarily with forward looking Norwegians.

Machinery traditionally is purchased by a Norwegian manufacturer through a commission agent. The Norwegian commission agent, generally less forward looking than the manufacturer, usually deals with European sources of supply from habit and because of proximity and the ready availability of spare parts. There is evidence that the Norwegian manufacturer is willing to by-pass the agent or insist upon obtaining knowledge of U.S. food processing machinery.

The U.S. supplier is faced with several problems, however. The market at present is small in U.S. terms; but expansion to the whole of Scandinavia is being developed and projection into the world market is anticipated.

Isolated installation of U.S. food processing machinery in Norwegian industry means that the immediate availability of know-how, spare parts, and service to the Norwegian manufacturer is unprofitable for the American supplier. The Norwegian manufacturer wants to see the U.S. representative, to talk about present equipment and to have the opportunity to buy more. Establishment of pooled, or "circuit-rider" know-how and service might help to solve this problem. Also, a parts program could be set up in the free port of Copenhagen.

We must sell our product as we do in the United States—machinery that runs well and uses minimum labor.



SMELTING FURNACE: Elektrokemisk A/S, leading builder of smelting furnaces, near Kristiansand.

U.S. brand names not well enough known in Norway; acceptance generally favorable

Trade can be expanded if firms give more attention to this market, especially through specific contacts reported by Trade Mission

By JAMES R. TURNBULL

The Norwegian business economy is characterized by all the problems of a small market and by the unique geography of the country.

The general attitude toward, and acceptance of, U.S. goods is favorable; the majority of our product lines are too little known, however, and such knowledge as does exist is frequently outdated in technology and price.

U.S. trade with Norway can be expanded considerably, if those segments of American industry and commerce which have given this market little attention take advantage of the contacts established by this Mission. Where specific contacts are lacking, reasonable diligence in searching out commercial interest will produce results.

The Norwegian businessman is solid and conservative by nature and rarely the "go-getter." Therefore, as a buyer, he will rarely explore all the possibilities for resources, and tends to follow channels which have been adequate in the past.

West Germany and the United Kingdom are the most solidly entrenched in machinery and equipment, as well as in

noncapital goods, followed by Switzerland. Selling efforts by these countries appear to be aggressive in coverage and in the extension of comparatively generous terms and conditions of sale.

The formula for a larger U.S. share of Norway's purchases from overseas does not differ in any marked way from the standard elements of a good domestic marketing effort: Competitive prices, prompt service and delivery, quality product, good sales representation.

Outstanding examples of penetration of the Norwegian market are found in such diverse areas as Bardahl lubricants, Outboard Marine Corp. outboard motors, Eastman Kodak products, National Cash Register items, I.B.M. equipment. Such examples, unfortunately, are few and this may be indicative of a lack of effort on the part of U.S. firms.

U.S. textiles, especially those not typical of European production, and incorporating American advances in synthetic fibres, have definite possibilities. Rug and floor coverings, such as solid color, textured, wall to wall carpeting can be sold. There was considerable interest in the possible availability of U.S. ready-to-wear clothing in all categories.

U.S. machinery and equipment is generally recognized as of good quality. The current assumption is that it is also high priced and that delivery is slow, and service including replacement parts is not good. Some comparisons made by the Mission indicate that U.S. prices are increasingly competitive as German costs and prices rise; also, that our delivery times are actually favorable.

Woodworking equipment

Norwegian timber, because of species and climate, is commonly harvested in well below average U.S. log dimensions. Sawmills are small and equipped to carefully handle logs which would be uneconomic for U.S. lumber producers. Therefore, U.S. equipment is designed and scaled in considerable degree, to process products not characteristic of the Norwegian industry.

Our developments in processes and equipment to salvage and combine short lengths, and odd pieces of lumber trim, appear to be of interest, including edge gluers—finger-jointing equipment—and processes for producing a combination softwood-hardwood flooring system.

All major U.S. companies are well represented in the Norwegian market. There still remain qualified importer-agents looking for U.S. lines to handle who deserve consideration by smaller companies producing specialty products in the plastics and synthetic resins field.

Norway's strong position as a producer of pulp, paper, and chipboard continues to offer a promising market for synthetic resins to improve these products.

Definite possibilities for U.S. exports exist in packaging and materials handling, with emphasis on multipurpose machines or those with which minor modifications serve to adapt for various jobs; also, cargo handling and container systems for Norway's shipping industry.

Construction materials

Opportunities in this category appear to be limited to license of technology or export of unique materials characterized by favorable economics of in-place-costs. In some respects, notably one-family housing, Norway is highly traditional as to materials and architecture.

In high-rise buildings, Norwegians are advanced in the adoption of new architectural concepts. One Norwegian firm claims to have the best curtain wall construction system in existence—one which is weather-tight under all conditions without the use of sealants or caulking compounds. Much interest was expressed, however, in access to, or import of, U.S. aluminum-and-glass window and door units.

Leads for Exporters

Norway

200 Food

Interested in food products such as cornstarch, dried peas. Henrik Hafstad, Olav Kyrresgate 11, Bergen. I.R. 6.

Interested in food products such as coffee, canned goods. H. Haneborg Hansen, Øvre Slottsgt. 9, Oslo. I.R. 71.

203 Canning, Preserving Food

Dry, dehydrated, canned foods. W. D. Jordan A/S, P.O. box 424, Bergen. WTD 5/24/63 I.R. 8.

General line of dehydrated, canned vegetables, juices. Bjarne Johnsen, Strandgaten 221, P.O. box 428, Bergen. WTD 2/10/60 I.R. 5.

Wants consumer, institutional pack, canned or dry, citrus fruits, pineapple, asparagus, all fruits, vegetables, and almonds. Carl B. Proesch, Prinsensgt. 7, Oslo. I.R. 25.

U.S. canned food products. A/S Trans-Scandia Ltd., 5 Rosenkrantz Pl., Oslo. I.R. 120.

Interested in importing frozen scallops, oysters, shell fish. Also foods, drinks, alcoholic, fruit juices—canned, frozen, dried, concentrates, dehydrated. Reynolds & Berge, Klingenbergsgt. 7, P.O. box 1275, Vida, Oslo. I.R. 83.

Canned fruits, dried fruits, dried vegetables, crab meat, fruit juices concentrated, fruit juices, fruit drinks powdered, peas, tomato paste, carrots, onions. Leif Dogger, Radhusgt. 14, Oslo. I.R. 44.

204 Grain Mill Products

Interested in barley for brewing (two row, 9-12% moisture, less than 11% protein content, must germinate 95-98%), feed grains, rye, milling grains. Albert Killen A/S, Havnelageret, Langkaia, Oslo. WTD 10/10/58 I.R. 99.

Interested in brewing barley, grains, feed and milling—wheat, rye. Erik Berg & Oppegaard A/S, Rosendrantzgaten 10, Oslo. I.R. 109.

207 Confectionery

Chocolate pudding, ice-cream, chewing gum, cough drops. Egill W. Aarø A/S, Haakonsgate 27, Bergen. I.R. 17.

208 Beverage Industries

Would like to represent U.S. alcoholic beverages. Odin Henriksen & Sonn, Strandkaia 6, P.O. box 310, Bergen. I.R. 11.

209 Food Preparations

Interested in wheat gum, yeast for cattle food on an exclusive agent basis. Hans Clausen, P.O. box 44, Bergen. WTD 5/20/63 I.R. 10AA.

Wishes to purchase in U.S. frozen sliced orange peel for marmalade, dry whole yellow and green peas, fresh peas. Also modern food processing machinery. Leif H. Strøm, Dronningensgt. 16, Oslo. WTD 4/8/60 I.R. 24.

Raw materials for food manufacturing. Also interested in mono- sodium glutamate, corn syrup solids, yellow, dried whole peas, green, dried whole peas, yeast extract, diced dehydrated apples, dehydrated vegetables, citric acid, gelatine and packaging materials for dehydrated soups such as potato starch and corn starch. Rieber & Son A/S, Nøstegt. 58, Bergen. WTD 1/31/61 I.R. 22.

220 Textile Mill Products

Upholstery textiles, carpets, drapery, all home furnishings, fabrics. Th. M. Bjørnstad, John Colletts Alle 99, Oslo. I.R. 124.

Cotton piece goods for the clothing trade, plain, printed. Also printed nylons, flocked synthetic fabrics. Bj. Stokstad, Storgaten 14, Oslo. I.R. 36.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Interested in additional lines of textiles, especially synthetics. Lars S. Riise, P.O. box 978, Bergen. WTD 11/27/62. I.R. 2.

Interested in cotton goods, nylon for men's, women's, childrens' clothing. Oluf B. Andreasen, Huitfeldtsgate 8b, Oslo. WTD 2/27/61 I.R. 50.

230 Apparel

Interested in adding lines of U.S. soft goods to line. Yngvar Arendstedt, Dronningensgt. 14, Oslo. WTD 7/17/62 I.R. 121.

Interested in acting as a sales agent for better to medium clothing industry, coats, suits, dress goods, men's, women's, childrens'. Eivind Borg, Møllergaten 24, Oslo. I.R. 48.

238 Apparel, Accessories

Sweaters, medium priced ladies stockings. R. L. Henriksen, Toldbodgt. 4, Oslo. WTD 9/13/62 I.R. 53.

280 Chemicals

Wants new sources for cosmetics, pharmaceuticals (human and animal), agricultural chemicals (not fertilizer components), insecticides. Marwell Hauge A/S, Drammensveien 97, Oslo. WTD 1/31/61. I.R. 97.

Manufacturer of insecticides and fungicides interested in adding additional complementary U.S. product lines of cosmetics, garden products, food specialties. A/S Plantervern-Kjemi, 3 Harbitzalleen, Oslo. WTD 12/14/62. I.R. 78.

Interested in source for paraffin waxes, chemicals for pulp, paper industry, isophthalic acid. Nils Solberg A/S, Tollbugata 3, Oslo. WTD 7/19/60. I.R. 81.

281 Industrial Chemicals

Chemicals for water purification, organic, inorganic and chemical for paper, cellulose industry, also chemical for water purification for drinking water. Also, interested in high pressure valves, hydraulic systems. Olsen & Grønvold & Co., Karl Johansgt. 2, Oslo. WTD 11/28/62. I.R. 35.

282 Synthetic Materials

Interested in off-grade polyethylene, melting point under 1 degree C., in quantities of 10 tons to 20 tons. Lund & Lund A/S, Radhusgt. 2, Oslo. I.R. 49.

Wants representation of U.S. manufacturers' source of polyethylene. Hans Poulsen & Søn, Havnelageret, Oslo. WTD 11/8/62 I.R. 114.

283 Drugs

Wants new lines in pharmaceuticals, medical and surgical for human and animal, also agricultural chemicals; insecticides. Marwell Hauge Farmasøytisk A/S, Drammensveien 97, Oslo. WTD 1/31/61 I.R. 98.

285 Paints, Varnishes

Interested in import of, or if desirable, license to make pva paints, rust preventative systems, coatings, varnish, paint removers, detergents, cleaning compounds. Haus-Henrik Børsting, Kongensgate 7, Oslo. I.R. 62.

Wants unique finishes and overlays for wood chip-board. Wm. Thranesgt. 1, Oslo. I.R. 79.

Manufacturer of paints, enamels looking for related products to add to their line. A/S C. Beyer Olsen, Prinsensgate 6, Oslo. I.R. 131.

289 Chemical Products

Interested in activated carbon for filtering air, wishes agency or to purchase direct for use in air conditioning equipment. A/S Bimex A/S Halfdan Nagelgaard, P.O. box 2852, Bergen. WTD 8/28/62 I.R. 4.

299 Lubricating Oils, Greases

Would like to import petroleum type concentrates for packaging, both plastic, cans, distribution. Interpack, Thr. Meyersgate 30b, Oslo. I.R. 67.

342 Cutlery, Hand Tools, General Hardware

Electric hand tools. J. Berstad A/S, Strandgaten 20, Bergen. I.R. 3.

Stainless steel utensils, hand tools for wood-working, cutlery. Ilo-Van Aluminiumfabrik, Moss. I.R. 118.

Interested in files and drills. Brødrene Thowesen A/S, Tollbodgt 12, Oslo. I.R. 46.

353 Construction Machinery

Interested in importing directly, but will also consider licenses or joint ventures for road building equipment—conveyors, rock crushers, tractors, compressors, drilling equipment, motorized multi-purpose graders, vibrators, rollers, marine, cargo handling—stern trawl winches, conveyors, lift vans. Ankerløkken Maskin A/S, Stortorvet 5, Oslo. WTD 5/27/60 I.R. 43.

Heavy duty equipment for container handling in 15 ton to 30 ton range; to and from railways or ship. Also interested in street sweepers, heavy log handling machines. Would also like to discuss a licensing arrangement. Halseth Industry, Machinery A/S, 41 Th. Heftyesgate, Oslo. WTD 12/1/61 I.R. 123.

Importer-exporter of automation and remote control systems for ships would like to purchase diesels, cranes, compressors with automatic engine controls for loading and unloading of tankers from central control. Liquid level indicators for tanker holds with pneumatically operated valves. Diesels to 27000 hp. with auto control, dockyard equipment cranes. Marine-Teknisk A/S, Welhavens gate 1, Oslo. WTD 2/4/63 I.R. 90.

Interested in automatic warehousing equipment for shoes, groceries, paper, soap, chocolate. Norwegian Federation of Wholesalers, Stortingsgaten 10, Oslo. I.R. 56.

Interested in light weight diesel powered equipment. Bergen Operating Co. A/S, Strandgaten 209, Bergen. I.R. 38.

Interested in conveyors for dry cleaning plant, dry cleaning shop operation, simple trolley, automatic unloading types. P. Wessel Schwabe, Tomtegtaten 106, Oslo. WTD 12/1/62 I.R. 130.

Interested in importing stone crushing, road maintenance machinery also eventual licensing possibilities. Anlegg & Maskin A/S, Huitfeldtsgate 15, Oslo. WTD 4/25/63 I.R. 86.

Wants contact with producers of advanced loading-unloading equipment. Eivind Koch A/S, Kongensgate 6, Oslo. I.R. 42.

Wants product lines related to the mining, quarrying, road building business. Gruhernes Sprængstofffabrikker, Haakon VIII's gt. 2, Oslo. I.R. 142.

354 Metalworking Machinery

Interested in used vertical boring and turning mill 1500 to 1600 mm. table dia.-tracer app. Johan Troye A/S Agentur Forretning, C. Sundstgt. 60, Bergen. WTD 3/8/62 I.R. 18.

355 Special Industry Machinery

Wants contact with potential U.S. users, also U.S. agent-representative for 4-head plastic bottle blowing machine, tunnel dryer for printed plastic bottles, containers. Formstoff Handelsselskap, Wm. Thranesgate 1, Oslo. I.R. 79.

Agent in marine equipment desires to find lines of boiler feed water treating systems, cargo handling equipment, specialized ship conversion equipment, dry bulk cargo handling equipment and ship maintenance products. Maritime Trading A/S, Gustav Vigeland's vei 11, Oslo. I.R. 32 NCIA.

Interested in equipment, materials for packaging, especially films, foils. Short production runs necessitates versatility, flexibility. R.H. Sandvik A/S, P.O. box 1020, Bergen. I.R. 20.

Wants machinery for dairies including conveyors, especially high temperature sterilization machines. A/S Meieribyræet, Wm. Thranesgate 84B, Oslo. WTD 9/7/62 I.R. 95.

Wants agency for new machines having to do with printing books or allied trades graphic, also interested in machinery to manufacture costume jewelry. Sandberg & Co. A/S, Nedre Voll gt. 9, Oslo. I.R. 132.

Food processing machinery. Ma-Tro-Fa Agentur A/S, Kongensgate 6, Oslo. I.R. 140.

Wants representation of a U.S. manufacturers source of polyethylene and polystyrene injection molding machine line. Hans Poulsen & Søn, Havnelageret, Oslo. WTD 11/8/62 I.R. 114.

Interested in ice crushing machinery to sell to the meat packing industry, also looking for blister packaging machines for food, meat trade and refrigerator counters. Didr. Andersen & Søn A/S, Foreningsgt. 3, Bergen. WTD 3/31/60 I.R. 16.

Importer of packaging machines interested in bag making, sealing and filling equipment capable of adjustment to many sizes and adaptable to short runs. Kjell Honne, Jacob Aalsgt. 36, Oslo. I.R. 84.

Importer of plastic raw materials would like to handle a line of machinery for use in plastic factories. Hans Torp, Akersgaten 8, Oslo. I.R. 72.

Manufacturer of complete line of paraffin coated paper for packaging and laminating of foil to paper interested in polyethylene extruder for use with laminator. Vokspapirfabrikken A/S, Drammen. I.R. 85.

Manufacturers & radio & TV equipment, components needs all equipment for the manufacture of printed circuit boards. Radio Visjon A/S, Sandakerveien 72, Oslo. WTD 11/22/61 I.R. 110.

Interested in conveyors including automated warehousing and orderpicking, conveyors for receiving and shipping docks—internal, fillers (food), retorts (batch type), case fillers and scrambling and unscrambling equipment. Staburet, Fredrikstad. I.R. 139.*

Agents in adhesive paper stock and other kinds of stock for labels interested in machinery that puts label on a package in the grocery indicating—date, price, kilogram, weight and computed cost, small and large units; aniline printing machinery for printing on aluminum foil-fast drying; inexpensive hallpoint pens and all kinds of labels. Johann R. Brandt, Kongensgt. 9, Oslo. WTD 6/6/61 I.R. 58.

Specialty coated paper systems. A/S Svelvik Papirfabrik, Svelvik. I.R. 148.

Interested in laminating process for Melamine coated paper on wood fiber combined with polyester 140c size, 1.2 meter x 2.6 meter. Silicon treated impregnated paper is also used, polyester adhesives on both types of paper. A/S De-No-Fa & Lilleborg Fabrikker, Sandakerveien 54, Oslo. I.R. 141.*

Manufacturer of yeast wants new packaging lines for 20/50 grms. consumer pack of yeast and 1/1 kl. institutional pack. De Norske Gjaet- og Spritfabrikker A/S, Treschowsgate 1, Oslo. I.R. 138.

Interested in wide line of textile machinery such as coffee, canned goods. H. Haneborg Hansen, Øvre Slottsgt. 9, Oslo. I.R. 71.

Would like lines of automatic packaging equipment for wide variety of products. A. Tonder-Haugland, Skippergaten 19, Oslo. WTD 9/27/62 I.R. 69.

Would like to represent U.S. conveyor and shipyard supplying manufacturers. Also interested in purchasing components and parts for use in conveyors built by Bull & Co. Bull & Co., Heimdalsgt. 25, P.O. box 4610, Oslo. WTD 6/8/59 I.R. 91.

Importer and agent of conveyor equipment would like additional lines of construction and mining machinery, particularly rollers, concrete batch plants, stone crushers. Sigurd Stave A/S, Kongensgate 10, Oslo. WTD 11/26/62 I.R. 55.

Paper core, tube winders, cello overwrap machines for gift papers, machinery for attaching string handles to shopping bags. Harald Lyche & Co., Drammen, Drammen. WTD 5/29/59 I.R. 111.

356 General Industrial Machinery

Interested in high pressure valves, hydraulic systems. Olsen & Grønvold & Co., Karl Johansgt. 2, Oslo. WTD 11/28/62 I.R. 35.

Interested in cleaning tools for pipes, plumber's snake, pipe threaders, pipe cutters, packings for industry—liquid, solid. Fredrik A. Nilsson, Rostedsgt. 1, Oslo. I.R. 59.

Looking for a source for hydraulic pumps—2000 lb. per sq. in., 20-25 gal. per min., 1500 to 1800 rpm. Also—torsional actuators—hydro motors—valves control valves—Hi press hydro hose $\frac{3}{8}$, $\frac{1}{2}$, $\frac{3}{4}$ and $\frac{1}{2}$ in. dia., (German) standard end fittings. Andersen & Odegard, Fyrstikkalleen 17, Oslo. WTD 12/29/61 I.R. 28.

357 Office, Computing, Accounting Machines

Interested in representing data recording systems. Den Privat Opmaalng, Kronprinsensgt. 19, Oslo. I.R. 34.

358 Service Industry Machines

Manufacturer of air conditioning equipment wants U.S. lines of pneumatic conveyors, fans air conditioners, ventilators, air filters, room air conditioners (window type), coolers for crane cabs, coolers for busses. Norsk Dynamo Verksted A/S, Bergens gate 41, Oslo. WTD 11/23/60 I.R. 52.

Electric tape dispenser with ability to furnish two lengths of gum paper, 230 v. 50 c. ac. Hviistendahl & Juel A/S, Bankplassen 1, Oslo. I.R. 47.

Complete equipment used in bars, grills, drive-in restaurants, broilers. Ustyr A/S, Jon Smørsgate 7, Bergen. I.R. 15.*

Water purification systems for municipalities and for sewage treatment—flocking systems and all devices and machinery that sets up a purification system and sewage disposal—ph stabilizers, flouridation equipment, ozone, micro-filters. Argo A/S, Dronningensgate 8, Oslo. WTD 8/13/58 I.R. 137.

361 Electric Transmission, Distribution Equipment

Static inverters, power supplies, capacitors, power transformers. Also interested in agency for U.S. firm on transistors, including power transistors, coaxial cables, accessories, converters. Stauho Electro Machine, Tvettenveien 30, Bryn, Oslo. I.R. 39.

367 Electronic Components, Accessories

Interested in indicating lights, recorders for use on control panels for all kinds. Amund Clausen, Porsgrun, Porsgrun. I.R. 29.

Wants all new, sophisticated types of industrial electronic components, equipment. Also complete control units. Henaco A/S, 16 Cort Adellers gate, Oslo. WTD 11/3/61 I.R. 94.

369 Electrical Machinery

Interested in military electronics, plane radios, radar, weapons control sonar, electronic scientific instruments. J.M. Feiring A/S, Lille-torget 1, Oslo. WTD 3/8/63 I.R. 115.

Interested in beauty, barber equipment, supplies. Mayol-Peer Rued A/S, Tomtegt. 15, Oslo. WTD 2/12/60 I.R. 143.

371 Motor Vehicles, Motor Vehicle Equipment

Importer of automotive equipment, accessories seeks additional lines for large automotive supply, accessory business. H. Astrup & Co. A/S, Chr. Kroghsgate 32, Oslo. WTD 9/24/62 I.R. 96.

Interested in representation on wheel balancers, wheel aligners, engine analysis, air compressors, head lights checking, brake testers, compression testers, crank case oil refining stills, steam cleaners, body repair equipment, car washing systems, automatic one-minute, gasoline pumps for service stations, automatic nozzles. Haakon J. Smith, Kirkegaten 34, Oslo. WTD 9/26/62 I.R. 68.

372 Aircraft, Parts

Manufacturers of helicopters, boats, ship-ping equipment interested in agency for heli-copters with possible eventual license to as-semble or make in Norway. Eivind Koch A/S, Kongensgate 6, Oslo. I.R. 42.

384 Surgical, Medical, Dental Instruments

Fire extinguishers, primarily pressure powder type. Teknisk Compagni A/S, Radhus-gaten 6, Oslo. WTD 2/12/63 I.R. 75.

394 Toys, Amusement, Sporting Goods

Sports fishing tackle. Markt & Co., Kirkegt. 6B, Oslo. I.R. 33.

399 Manufacturing Industries

Purchasing organization for cooperatives in-terested in all types of consumer goods in-cluding foods. Norges Kooperative Lands-forening, Revierstredet 2, Oslo. I.R. 146.

Interested in sales of reading accelerators, teaching machines—class room; demonstration kits, other teaching aids. Fabritius Handels-hus, Tordenskioldsgate 6b, Oslo. WTD 5/16/63 I.R. 127.

Department store interested in sources for the entire store; food and hardware line, private label products from such suppliers as well as brand name. C. Frogner A/S Stor-gaten 5, Oslo. WTD 2/14/61 I.R. 77.

Interested in all types of ceiling materials. Ikas A/S, Kongensgate 2, Oslo. WTD 1/21/63 I.R. 119.

Interested in good melamine, urea, diallyl phthalate compounds. Also epoxy potting compounds, components for radio transistors. Also wants lines of equipment to process in-sulating plastics for the electrical industry, winding machines for electric motors and generators. Elis A/S, Skippergaten 32, Oslo. I.R. 40.

Underlays for better sound, insulation, mois-ture. Presently using plywood, wallboard, felt, cork. Exclusive distributorship is desired from a U.S. manufacturer producing a product line that could meet the above requirements. Einar Blaaup, C. Sundtgate 1, Bergen. I.R. 9.

Automotive, industrial specialty lubricants, chemicals (degreasing, cleaning), friction, anti-friction materials. Aubert Olsen, Skipper-gaten 21, Oslo. I.R. 102.

Interested in lines of equipment of the type which is used by refractories, marine industries. Kay Lindegaard & Co., Haus-mannsgt. 39, Oslo. I.R. 87.

Interested in ice melting chemicals, gas detecting devices, collating machine, units to improve septic tank action and lessen clean-ing problems, units to detect presence of fires, send warning signal for industrial, hotel, home applications. Teknisk Compagni, Raad-husgaten 6, Oslo. I.R. 145.

731 Advertising

Manufacturer of canned foods needs serv-ices of U.S. advertising and marketing agen-cies for product design and test marketing to enter U.S. market. Stabburet, Fredrikstad, Fredrikstad. I.R. 138.

Denmark

203 Canning, Preserving Foods

Canned, dried fruits of all varieties from U.S. desired. Karl O. Christensen A/S, Ord-rupvej 47, Charlottenlund. I.R. 27.

207 Confectionery

Confectionery manufacturer, distributor wishes to exchange know-how of production, distribution with U.S. firm wishing to dis-tribute its products in Europe who can also handle distribution of Danish products in U.S. Brødrene Jakobsen, Aarhus, Denmark. I.R. 165.

209 Food Preparations

Danish food additives department is in-terested in U.S. lines of thickeners, pectins, flavors, condiments. Scandibutor A/S, Over-gaden oven Vandet 10, Copenhagen K. WTD 2/12/62 I.R. 168.

Seasonings, specialty food products manu-facturer seeks similar U.S. products espe-cially in line of seasonings. P. Baunsgaard, 26 Norreport, Aarhus. WTD 5/4/62 I.R. 53.

220 Textile Mill Products

Textiles, yard goods, dress manufacturer interested in acrylic fibre material, 36 in. width, pastel flower prints up to 20,000 yd. per pattern; to introduce into Scandinavian market. Dansk Kjøleindustri, Silkeborg. I.R. 88.

Textiles, pajamas for men, boys sought by wholesaler. J.C. Hempel's Handelshus and Fabriker A/S, Amaliegade 8, Copenhagen K. WTD 4/10/62 I.R. 100.

221 Broad Woven Fabric Mills, Products

Cotton, nylon piece-goods manufacturer with outstanding reputation sought by Danish agent for representation in Denmark. Fa. Poul Christoffersen, Trunnevangen 1, Copen-hagen, Charlottenlund. WTD 4/4/61 I.R. 143.

Textile goods wholesaler wants U.S. cur-tain goods particularly new fiber textiles for customers in Denmark, Norway. Hugo Kragh, Telefonsmøgen 14, Aarhus. I.R. 49.

228 Yarn, Thread Mills, Products

Wholesaler artificial yarns for weavers such as acrilan, kodel, for upholstery fabrics, dresses, carpeting. N.E. Beck-Friis, 27 Dr. Tvaergade, Copenhagen K. WTD 4/9/59 I.R. 182.*

Upholstery, drapery soft fabrics with mod-ern look—stripes, solids, textures, smooth lines, wanted by wholesaler of textiles. Mil-lech A/S Kobmagergade 16, Copenhagen K. I.R. 1.

233 Women's Apparel

Ready-to-wear clothing U.S.-made desired by Danish manufacturer, wholesaler. Kimose, Otto Rudsgade, 100, Aarhus. I.R. 44.

238 Apparel, Accessories

Wool, cotton sportswear, knitted, men's dress shirts from U.S. manufacturer sought by prospective commission agent. Fa Ope, Gav-nøvej 10, Brønshøj, Copenhagen. I.R. 95.

252 Office, Public Buildings Furniture

Furniture for education, industrial field sought by wholesaler who wishes to represent U.S. firms. K. Schou-Nielsen, 1-3 Vesterbro Torv., Aarhus. I.R. 45.

260 Paper Products

Corrugated, fine paper manufacturers' U.S.-made products—as: embossing boards, pack-aging materials, vinyl-coated paper for shelves, counter tops. Also needs frozen food board for cartons. Nordisk Papir Agentur, Strand-vej 247G, Charlottenlund. WTD 2/7/58 I.R. 181.

264 Converted Paper, Paperboard Products

Specialty paper products, stationery items—especially party goods including decorated napkins, cups, plates desired by manufacturer. Københavns Buntpapirfabrik, Baggensgade 8, Copenhagen N. WTD 6/12/63 I.R. 153.

280 Chemicals

Chemicals, dyestuffs, pigments, synthetic tex-tile fibres desired through agencies. Tage Niel-sen, Bystykket 5, Naerum. I.R. 89.

Chemicals, pharmaceuticals, veterinary med-icines from good U.S. sources desired by manu-facturer. A/S Vestol, Aldersrogaade 6, Copen-hagen N. I.R. 112.*

Paint, varnish, chemicals, plastics, rubber, pharmaceutical manufacturers desired by ex-clusive agent for representation in Denmark, plus machinery. Brødr. Waagepetersen, Nørre-gade 40, Copenhagen N. I.R. 94.*

282 Synthetic Materials

Polystyrene, abs, vinyl resins, plastic sheets, films, foils; synthetic fiber multi-filament, mono-filament from U.S. sources desired. Scandibutor A/S, Overgaden oven Vandet 10, Copenhagen K. WTD 2/12/62 I.R. 168.

Importer of semi-fabricated nylon, teflon rods, polyethylene, polypropylene, phenolics interested in new plastic materials. Danokan, Montergade 19, Copenhagen. WTD 4/25/63 I.R. 17.*

Plastics raw materials desired by manufac-turers' agents such as nylon, polypropylene, acryl nitril butodine styrene a.b.s., shock-resistant polystyrene in large lots like 25 tons in off-colors if possible. Wilh. F. Hoffmann & Co., Lundtoftevej 1, Kgs. Lyngby. WTD 9/21/62 I.R. 138.*

283 Drugs

Medical products new or patented sought by agent who wishes direct representation of U.S. manufacturers. Apodan A/S, Engels-vej 380A, Kastrup. I.R. 98.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Cosmetic lines for beauty supply field de-sired by manufacturer. Thorning Madsen, Rødegardsvej 146, Odense. WTD 10/30/62 I.R. 179.

Cleaning materials, disinfectants, other sup-plies for slaughter houses, dairies; also sup-plies for cleaning of truck bodies handling these commodities desired from U.S. connec-tion by wholesaler. Coldair, Nodvesthavns-gade, Aarhus. I.R. 62.

287 Agricultural Chemicals

Chemicals for pesticides, insecticides field desired by wholesaler. Emil V. Abrahamson A/S, Toldbodgade 10, Copenhagen K. WTD 1/11/63 I.R. 199.

319 Leather Goods

Suede material desired from good sources in U.S. by manufacturer of men's, women's, children's coats, textiles, sport jackets, suede leather coats. Busch-Knudsen, Riiskov. I.R. 46.★

323 Glass Products

Tubular glass fibre blanks for fishing rods, shipmasts, aerial masts desired by manufacturer of acrylic sheets. Skandinavisk Akryl Industri, Viby (Sjælland). WTD 9/20/63 I.R. 115.

342 Cutlery, Hand Tools, General Hardware

Kitchenware, hardware consumer products. Prefers branded goods. E. Wandell, Bernstorffsvej 184, Charlottenlund. I.R. 170.

Wheels, castors manufacturer wishes to import castors for hospitals, TV, furniture, nylon swivel castors. Soco Transporthjul A/S, Retortvej 28, Valby. I.R. 25.

Power tools, sanders, total hardware for resale by wholesaler desired; also for tool, equipment rental business. Erik Drescher, 6 C. Vesterbrogade, Copenhagen V. I.R. 132.

Bathroom, household scales desired by wholesaler. Fa. Poul Voetmann, Maglekildevvej 1, Copenhagen V. I.R. 127.

Hand tools for metal, woodworking, i.e. hammers, chisels, files, drills, powered hand tools—saws, drills, hedge trimmers, nibblers. A/S John Messerschmidt, Amaliegade 8, Copenhagen K. I.R. 131.

Small hand tools, pipe benders, cutters (powered), threaders, wire strippers, electric drills, soldering irons, hand brakes (light sheet metal), cutters for drainage tile, copper, plastic tubing, flaring, bending tools for resale firms using these items. G. Rye-Petersen A/S, Søborghusalle 30, Søborg, Copenhagen. I.R. 4.

Wants all kinds of fasteners—nuts, bolts, machine screws, wood screws, self-tapping screws, rivets, eyelets, spring type fasteners, washers. M. Clausen Aktieselskab, Peder Skramsgade 1, Copenhagen K. WTD 4/10/62 I.R. 155.

Power tools—small hand; pipe tools, cutters, threaders; automotive tools from agencies desired by manufacturer-wholesaler. William Thomsen, Brøllæggerstraede 3, Copenhagen K. WTD 4/19/63 I.R. 201.

343 Heating Apparatus, Plumbing Fixtures

Plumbing supplies from U.S. sources of supply sought by wholesaler. Winther & Heide, Gammel Køgevej 121, Copenhagen, Valby. WTD 9/23/58 I.R. 173.

Plumbing fixtures all types desired by wholesaler. Rahr's Tekniske Forretning, Søndergade 72, Aarhus. WTD 2/4/62 I.R. 148.★

Burners, controls from agency desired for Copenhagen, Denmark resale. Kampmann & Herskind A/S, Dagmarhus, H.C. Andersens Blvd. 12, Copenhagen V. I.R. 119.

Sanitary plumbing supplies, (toilet seats), central heating equipment, supplies sought by manufacturer/agent. Martin Jensen, Dalgas Avenue 7, Aarhus. I.R. 38.

Gas appliances, heating, cooling, instruments for heating gas; regulators for bottled gas; small flow meters desired by manufacturer of cracking plants for gas manufacturing. Nordisk Gasværks Kompagni, Nikolajgade 22, Copenhagen. I.R. 28.

352 Farm Machinery

Machinery and/or equipment related to agriculture desired by wholesaler in addition to animal feeds, agricultural chemicals. Panco Trading & Industries Co., Vesterbrogade 6-D, Copenhagen V. I.R. 195.

Agricultural machinery, equipment line suppliers sought by Danish importer with possibility of entering into joint venture negotiations. K. Steno Hansen, 13 Park Alle, Veien. I.R. 64.

353 Construction Machinery

Machinery equipment, supplies for road building industry sought by manufacturer's representative. Aksel Benzin, Ericavej 165, Gentofte. I.R. 194.

Central lubricating systems for: 1) bulk & package handling conveyors; contractor conveyors; 2) for service station equipment desired. Erling Gad A/S, Englandsvej 270, Kastrup. WTD 9/4/62 I.R. 111.

Press loaders, unloaders—automatic—and conveyor rollers with stainless steel bearings desired by manufacturer of similar line equipment. C.A.L. Thorsens Fabrikker A/S, Randers. I.R. 202.

Machine tools including lathes, mills, grinders, all production types, sought by manufacturer of small arms, gasoline pumps, electronic equipment. Disa Elektronik, Herlev Hovedgade 17, Copenhagen, Herlev. WTD 5/31/63 I.R. 157.

354 Metalworking Machinery

Measuring equipment, optical inspection machines, special machine tools of advanced design, rebuilt used machine tools desired from U.S. firms by representative. J. Ulv Magnus A/S, Lundtoftegade 93, Copenhagen N. I.R. 23.

Household dishwashers, built-in type, small metal-working tools, such as cutters. Salgscentralen for Jern og Metal, Christians Brygge 18, Copenhagen K. I.R. 162.

355 Special Industry Machinery

Machinery for tile industries, contractors' equipment importer desires machinery, equipment, other products suitable for the tile, ceramic industries; for specialty industrial ceramics and refractories; construction equipment. Viggo Bendz A/S, Roskildevej 519, Glostrup. WTD 9/21/62 I.R. 183.

Fruit presses, food processing machinery (canned), other types of fruit and vegetable processing machinery, accessories desired by commission agent for sale in Danish market. Sven Dyppel, Næskovvej 140, Copenhagen, Valby. I.R. 122.★

Importer desires marking & ticketing equipment; retail, super-market packaging equipment; source of vinyl shrink film, tubing for packaging. Simpack A/S, Lemchesvej 16, Hellerup. I.R. 175.

Knitting machines (circular type which give stretch to material used in underwear manufacturing); would also desire to import soft consumer goods, denim jeans, hosiery, ladies wear, yard goods. Möller & Co., Sønderborg, Kattesundet 4, Copenhagen. K. I.R. 8.

Packaging machinery manufacturers, particularly filling-type machines, machines using film sought by agents wishing to represent them. Also wishes to be agent for cellophane packaging materials, other films. A/S Fr. Lumbye, Rendebanen 5, Kolding. I.R. 91.

Packaging machinery which can saran-wrap bread, with tolerance of 1/2" plus or minus, desired by manufacturer of food mixing machinery. A/S Effort Maskinfabrik, Gladsaxevej 342-354, Søborg (Copenhagen). I.R. 126.

Packaging materials, equipment with 80-150 boxes per min., with heat seal for top, bottom and box filled from the top desired by manufacturer of folding boxes, printing materials for immediate purchase. Schur and Skaanild, A/S, Bredgade 41, Copenhagen. WTD 7/13/62 I.R. 87.

Graphic, business machines, packaging machinery both corrugated case, film desired from U.S. manufacturers by Danish importer. Adolph Wulff A/S, Industrihuset, Gothergade 12-14, Copenhagen K. WTD 1/31/62 I.R. 9.

Dairy industry machinery manufacturers who would like to be represented by Danish manufacturer-wholesaler, please contact. Also seeks assistance from advertising agencies for marketing, packaging guidance. J. Hansen, Pauls Plads 12, Aarhus C. Denmark. I.R. 67.

Packaging machinery sources sought by manufacturer. J. C. Hempels Handelshus & Fabrikker, Peder Skramsgade 1, Copenhagen K. WTD 4/10/62 I.R. 130.★

Packing machines, plastic machines U.S.-made sought by Danish importer who also seeks distributor or agent for line of ovens for plastics, automatic hopper loader. Wilh. F. Hoffmann & Co., Lundtoftevej 1, Kgs. Lyngby. WTD 9/21/62 I.R. 138.★

Textile machinery firms in U.S. desired for representation by old established Danish firm. Fa. Poul Christoffersen, Trunnevangen 1, Copenhagen, Charlottenlund. WTD 4/4/61 I.R. 143.

Machinery for cookie-making, packaging, U.S.-made desired by bakery manufacturer. Eivind Gunst, Frederiksbergalle 42B, Copenhagen F. I.R. 96.

Industrial machinery suitable for military supplies, industrial, chemical processing equipment lines from U.S. suppliers desired by manufacturer of wide contacts. Aage Christensen A/S, Studiestraede 63, Copenhagen. WTD 8/19/60 I.R. 152.

Processing machines for foodstuffs, ice cream, candy industry as well as foodstuffs (raw materials for ice cream and candy manufacture), packaging machinery. Skandinavisk Konditorivareforretning, Graabrødretorv 11, Copenhagen K. I.R. 21.

Machinery for making fruit juice concentrates, particularly freeze drying specifically for "passion fruit" (grown in Africa) (plant will be in Africa and extracts to be sold in Europe to bottlers) sought by manufacturer/wholesaler. Anton Petersen & Henius A/S, Kristen Bernikows Gade 6, Copenhagen K. I.R. 2.

Printing, graphic arts equipment, including automated controls for printing (advanced); electronic graphic arts reproduction systems; automated lumber, chipboard finishing equipment sought by importer directly from producers. A/S F.L. Bie, Valdemarsgade 14, Copenhagen V. I.R. 128.★

Plastics machinery, packaging machines desired by excellent firm wishing representation of firm supplying above. Scandibutor A/S, Overgaden oven Vandet 10, Copenhagen K. WTD 2/12/62 I.R. 168.

356 General Industrial Machinery

Small industrial couplings, small worm gears, power transmission equipment, more complete conveyor lines—all low cost—desired by extensive import firm; also seeks

contact with manufacturer of broad line of sensing and control equipment for process, manufacturing, machine applications. Chr. Hjelm Bang, Islevalvej 65, Brønshøj. WTD 11/28/61 I.R. 11.

Industrial degreasing, cleaning equipment manufacturer seeks these lines from the U.S. used in plants, shops. Knud E. Dan, Strandholms Allé 7, Hvidovre. I.R. 10.

Seeks agencies for pressure vessels, pressure piping, fittings, valves, used machinery, heavy industrial, rolling mills; forges, foundries; anchors, ship propellers, heavy, any shipbuilding, automatic controls for ships engines. M.J. Grønbech og Sønner, A/S, Christiansgade 8, Copenhagen. I.R. 29.

L.P.G. gauges, valves, regulators desired from U.S. distributor; willing to act as agent for household appliances. Teknova A/S, Nivaa. I.R. 192 (also see I.R. 191).

357 Office, Computing, Accounting Machines

Agencies desired to supply punch card equipment; paper handling machines; mailing machines; envelope openers; machines to fold, insert; collaters; punch card accessories; small computers. J.W. Cappelen A/S, Strandvejen 116A, Copenhagen Hellerup. I.R. 129.

358 Service Industry Machines

Popcorn makers, soft drink dispensers, coffee makers sought by agency/manufacturer of beverages. Wilian & Madsen A/S, Axel Grønsvvej, Holme pr. Højbjerg. I.R. 42. (see also I.R. 41).

Cigarette vending machines, coin-counting machines, stamp dispensers, other machines than can be sold to supermarkets desired by manufacturer/wholesaler. A/S Søren Wistoft & Co., Sct. Nicolajvej 4-6, Copenhagen V. WTD 5/6/60 I.R. 171.★

Central lubricating systems; bulk, package handling conveyors; contractor conveyors; service station equipment desired. Erling Gad A/S, Englandsvej 270, Kastrop. WTD 9/4/62 I.R. 111.

Refrigerating, freezing equipment manufacturer desires all types of heating (central & district); refrigerating, freezing, household refrigerators, home air conditioners, ranges. Ryo Aktieselskab—Ingeniør & Handelsfirma, Nytorv 14, Aalborg. I.R. 74.★

360 Electrical Machinery

Wholesaler of radio, TV components, tape recorders, hi fi, particularly test equipment desired, U.S.-made. John Peschardt A/S, Gebauersgade 4, Aarhus. I.R. 47.

362 Electrical Industrial Apparatus

Heat sinks for power transistors, semi-conductors—power diodes desired by importer. El-Co Radio, Morsøvej 57, Copenhagen F. WTD 6/11/63 I.R. 200.

Ultrasonic cleaning equipment for electroplating industry for wholesaler. B. Zachariassen, Skt. Jørgens Alle 8, Copenhagen V. I.R. 163.

363 Household Appliances

Lawn, garden power unit—riding type—; portable dishwashers; garbage disposals desired by Danish importer. Egil Barfod & Co. A/S, Gothersgade 101, Copenhagen K. WTD 3/5/63 I.R. 161.

Kitchen appliances, range hoods, gas stoves, cookers, rotisseries, gas fireplace units from U.S. desired for exclusive representation by importer/distributor. Nordisk Auer Kompagni A/S, Fredericiagade 15, Copenhagen K. I.R. 149.★

Window air conditioners—220 v-50 cycle or 380 v-50 cycle, all sizes, desired by manufacturer of airconditioning equipment, supplies. Glent & Co., Vojensvej, Copenhagen, Valby. WTD 4/10/62 I.R. 26.

364 Electric Lighting, Wiring Equipment

Industrial, civic, airport type lamp posts, lights, control equipment—specifically, street lighting, plastic signs for information (road signs); (not traffic signal signs) desired by manufacturer/wholesaler. Lyfa A/S, Blanka-vej 23, Valby. WTD 6/9/61 I.R. 85.

Highway construction, warning systems, markers, flasher lights from U.S. sources for Danish manufacturer. Skandinavisk Akryl Industri, Viby (Sjælland). WTD 9/20/63 I.R. 115.

Incandescent iodine vapor lamps, other products in illumination field desired by manufacturer/wholesaler who in turn wishes to export home-lighting fixtures for indoor, outdoor use. Lampeniel, Esthersvej 19A, Hellerup. I.R. 13.

369 Electrical Machinery

Electronics, communications equipment, marine (technical), automotive equipment for armed forces; also electronic components, tubes—high power transistors from U.S. manufacturers for representation in Denmark. E.V. Johansen Akts., Sankt Annae Plads 10, Copenhagen K. WTD 4/4/63 I.R. 86.★

Telephone equipment, parts, cords, relays, central station equipment, desired by manufacturer. Expoga, Ole Rømersgade 42, Aarhus. I.R. 73.

Electronics components importer seeks additional lines such as: components, test equipment logic elements, hardware, recorders, power supplies. Simonsen & Nielsen A/S, Frederiksholms Kanal 4, Copenhagen K. WTD 12/8/55 I.R. 20.

371 Motor Vehicles, Motor Vehicle Equipment

Low-cost parts, components for automobiles, trucks, aircraft, construction equipment—all types and varieties) wanted by manufacturer/agent. Paul Klinge Auto-Teknik, Rosenvangets Allé 33, Copenhagen Ø. WTD 11/6/62 I.R. 7.

Wheel balancers, straighteners, electric, hydraulic testing equipment, dynamometers, engine analysis, wheel alignment equipment sought by distributors/agents of machinery for rebuilding automotive equipment. M. Seest Machine Works, Ltd., Kaløgade 5, Aarhus. I.R. 48.

Auto body repair filling compounds—fast drying, non-shrinking, flow meter for oil dispensers desired by old established importer. E. Busch-Møller A/S, Norrevold 106, Copenhagen K. WTD 8/28/63 I.R. 3.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Seeks agencies for production processing, control equipment for food processing machinery. E. K. Tornow, Mosehøjvej 40B, Charlottenlund. I.R. 124.★

Testing machines for plastics; measuring machines, instruments for vibration viscosity noise frequency, desired by importer of testing, measuring equipment. Hempel's Ingeniør Forretning A/S, Amaliegade 8, Copenhagen K. WTD 4/10/62 I.R. 156.

385 Ophthalmic Goods

Optical equipment such as: lenses, eyeglass frames, reading glasses, contact lenses, eye-measuring equipment, binoculars, microscopes, cameras—still, motion and special purpose. Simco, (Scandinavian Import Co.), P.O. box 400, Aarhus C. Denmark. NCIA I.R. 70.

394 Toys, Amusement, Sporting Goods

Sporting goods, fishing, camping equipment desired by exclusive agent. Britagent, Bredgade 25, Copenhagen K. WTD 6/16/61 I.R. 197.

Swimming pools, do-it-yourself variety sought by agent wholesaler. J. C. Hempel's Handelshus og Fabrikker A/S, Amaliegade 8, Copenhagen K. WTD 4/10/62 I.R. 100.

Manufacturer/importer wishes: stainless steel for sink manufacturing; larger type bending machines; tools for plumbers, building contractors, such as stapling hammers, portable power tools (saws, drills, routers, etc.); room air conditioners; small portable cranes; stainless clad sheets; aluminum siding; aluminum nails; lighting fixtures; garbage disposal units (household). Refmex A/S, 3 Søndergade, Randers. WTD 5/2/62 I.R. 204.

399 Manufacturing Industries

Office supplies (not equipment) desired by manufacturer/wholesaler who wishes to also sell stampers. P.H. Kjaer-Hansen, Longangsstræde 25, Copenhagen K. WTD 3/14/62 I.R. 189.★

Importer of building materials desires from U.S. cork, rubber, asphalt, vinyl for walls, counters; flooring materials in tiles and sheet; also acoustical materials. C. Ellermann, Vesterbro, Aalborg. I.R. 39.

Teaching machines wanted by school director. Individual Skolen, Henningsensalle 68, Copenhagen, Hellerup. NCIA I.R. 123.★

Seeks direct contact with U.S. makers of high quality prestige items in the glass, pottery, cutlery, gifts, hotel, restaurant supplies lines. Bøgelund-Jensen, A/S, Raadhush-pladsen 2, Copenhagen K. WTD 3/4/59 I.R. 97.

Kitchen utensils, ceramicware, similar to Corning, "Pyroceram" & "Futura" desired by importer/wholesaler of hardware domestic appliances from U.S. sources. Krull & Jepsen A/S, Østergade 31, Assens. I.R. 113.

Office supplies: (pencils, pens, staplers, desk pads, erasers); drawing, blueprint paper, drafting tables, templates, machines, stools, equipment, tablets, electric stapler, electric pencil sharpeners for drawing pencils & electric perforators (battery-powered also); (no typewriters or adding machines). A.S. Emil Jensen, Farvergade 15, Copenhagen K. WTD 5/21/63 I.R. 78.

Hardware, housewares, consumer goods, home workshop equipment; residential gardening, sports, hobbies desired from wholesaler or as commission agent. A/S Fahaco, Lagonis Minde 20, Faaborg. I.R. 133.

Household utensils, dinnerware, kitchenware desired on commission basis by agent. B. Blum-Hansen, Nørre Voldgade 27, Copenhagen K. WTD 5/29/63 I.R. 12.

Seeks agency for clocks, scales, pots, pans, cutlery, yarn, textiles. Henrik Holberg, Nordre Frihavsgade 26, Copenhagen Ø. I.R. 103.

731 Advertising

Advertising agency contacts desired and assistance in label design, finding out potential sales by manufacturer of caviar, mussels. Limfjordsters Kompagniet, Nykøbing Mors. I.R. 58.★

Biscuits, wafers manufacturer wishes to expand sales in U.S. through test marketing his products in cooperation with U.S. marketing firm and/or advertising agency. Jen sen & Møller A/S, Ved Amagerbanen 39, Copenhagen S. I.R. 116.

Leads for Importers

Norway

203 Canning, Preserving Foods

Complete line of sardines, kipper snacks, shrimps, mackerel. Can pack to desire of U.S. importer. A/S Trans-Scandia, Ltd., 5 Rosenkrantz Pl., Oslo. I.R. 120.

209 Food Preparations

Dehydrated aspic in foil pack. De Norske Gjaer- og Spritfabrikker A/S, Treschowgate 1, Oslo. I.R. 138.

229 Textile Goods

Wants U.S. distributor to handle trim and edging for garments, drapes, lampshades. Teko Fabrikker, Fjøsangerveien 70a, Bergen. WTD 10/31/62 I.R. 7.

251 Household Furniture

Furniture. Erling Gaiseg, Baldersgate 16, Oslo. I.R. 129.

266 Building Paper, Building Board Mills, Products

Decorative hardboard, based on wood fibers, polyester resin binder. Decorative faces are melamine or polyester impregnated papers. A/S De-No-Fa & Lilleborg Fabrikker, Sandakerveien 54, Oslo. I.R. 141.

285 Paints, Varnishes, Lacquers, Enamels

Protective coating for ferrous metals, concrete used for protection of water tanks including hot water, as a liner for aqueducts and to reinforce concrete dams in France and Norway. Arne Daniels, Smestadveien 2, Oslo. I.R. 134.

286 Gum, Wood Chemicals

Phenolic, urea, melamine adhesives. Norsk Sprengstoff Industri A/S, Tollbugata 22, Oslo. WTD 9/17/62 I.R. 113.

325 Structural Clay Products

Ceramic trays, bowls, flower vases. Arnold Wiigs Fabrikker A/S, P.O. box 100, HaIden. I.R. 101.

335 Rolling, Drawing, Extruding of Nonferrous Metals

Aluminum—plate sheet, shapes, extrusions in a wide variety of alloys, kitchen utensils. Nordisk Aluminiumindustri A/S, Løkkeveien 9, Oslo. WTD 3/6/61 I.R. 60.

344 Fabricated Structural Metal Products

"Air-slide" tank bodies for trucks. Wants U.S. agent, or outlet. Norsk Flyindustri A/S, Fornebu. I.R. 135.

353 Construction Machinery

Would like to export rubber, neoprene conveyor belting of covered and friction surface transmission types, built to U.S. specifications. Viking Remfabrik A/S, 16 Svingen, Oslo. WTD 5/14/63 I.R. 88.

399 Manufacturing Industries

Wants to market Dovre fireplace in U.S. Kaare Schlosser Møller, Ole Deviks vei 18, Bryn, Oslo. I.R. 89.

Special truck mounted ladder. A/S Tønsberg Jernindustri, Stigefabrikker, 30 Slagenveien, Tønsberg. WTD 3/7/60 I.R. 104.

Denmark

203 Canning, Preserving Foods

Wants U.S. import distributor for canner fish. I. P. Thomsen Skagen, Denmark. I.R. 52

209 Food Preparations

Interested in selling canned mushrooms. Greca Konserves, Sigersted pr. Ringsted. I.R. 151.

Wishes to sell ice cream powder mix. Den Danske Mælkekondenserings Fabrik A/S, Nakskov. I.R. 178.

Seeks distributors for sale of mushrooms. Dansk Champignon Export Int. Munkebjergby, Sor. I.R. 166.

212 Cigars

Would like to establish tobacco distributors in U.S. for the sale of Danish cigars, cigarettos. J. P. Schmidt, Jr. A/S, Fredericia. I.R. 55.

233 Women's, Misses', Juniors' Outerwear

U.S. importers to handle the distribution of ladies ski pants. Kimose, Otto Rudsgade, 100, Aarhus. I.R. 44.

237 Fur Goods

Wants to sell directly to mink furriers. Greca Mink, Grofte pr. Sor. I.R. 150.

251 Household Furniture

Interested in exporting high style line of furniture. Vaerksteds A/S Lindquist, Motola (Sweden) Lindquist Kontor Mobler, Borgergade 27, Copenhagen K. I.R. 22.

259 Furniture, Fixtures

Manufacturer hardwood of any description, mostly beech with some ash, oak. Also wishes to export dowels, furniture legs, special turnings, shapes. Rough, finished, special shapes made to order. (1) Junckers Savvaerk A/S

(2) Sylvadan A/S, Sankt Annæ Plads 3, Copenhagen S. WTD (1) 10/19/62 (2) 10/5/62 I.R. 184.★

307 Plastics Products

Injection formed plastic plates of polystyrene 20½ cm. Dansk Plastik Pladevaerk, Klentehøjvange 8, Birkerød. I.R. 18.

Advertising specialty items. Heat sealing equipment, office items out of polyethylene rods for book binding field. A. Behrend, Kaermindevej 6, Glostrup. I.R. 144.

342 Cutlery, Hand Tools, General Hardware

Manufacturer of wheels, castors; some have combination floor, swivel locks, others are spring mounted. Soco Transporthjul A/S, Retortvej 28, Valby. I.R. 25.

Manufacturers of arc welding transformers, spot-seam, projection welding machines, portable spot welders for automobile repair shops and dc arc welders in sizes 200 and 300 amps interested in contacting general machine importer in U.S. Danish Welder Company, Hans L. Larsen & Son, 128 Borupsalle, Copenhagen. I.R. 105.

343 Heating Apparatus, Plumbing Fixtures

Marine boilers, water tube boilers, vertical tube boilers, donkey boilers, scotch boilers. Aalborg Vaerft A/S, Aalborg. I.R. 36.

Manufacturer wishes to sell warm air furnaces with built-in humidifier. C. D. Ammer-torp, Vintappervej 6, Kgs. Lyngby. I.R. 193.★

Interested in exporting toilet seats, central heating equipment. Martin Jensen, Dalgas Avenue 7, Aarhus. I.R. 38.

Wholesaler of central heating, sanitation, shipbuilding materials seeks U.S. buyers. Brodrene A. & O. Johansen A/S, 3 Lærshjornsstræde, Copenhagen K. WTD 9/8/58 I.R. 145.

Manufacturer of heating, ventilation wishes to export high quality blowers, gas burners. De Forenede Jernstøberier A/S. WTD 11/29/54 I.R. 185.

New design of shut-off valve for pipe lines. Egil Barfod & Co. A/S, Gothersgade 101, Copenhagen K. WTD 3/5/63 I.R. 161.

Gas radiators with balance flue, outlet. Nordisk Auer Kompagni A/S, Fredericiagade 15, Copenhagen K. I.R. 149.★

351 Engines, Turbines

Manufacturer seeks U.S. importer-distributor for diesel engines, diesel generator sets. Herman Svendsen, Ltd. Gasvaerksvej 3 Glostrup, Copenhagen. I.R. 167.★

353 Construction Machinery

Machines for making concrete pipe, heavy road rollers. Ringsted Jernstøberi & Maskinfabrik A/S, 5 Naestvedvej, Ringsted. WTD 2/16/62 I.R. 141.★

354 Metalworking Machinery

Tapping heads, self-opening, threading die-head, readily contour formed sanding disc. J. Ulv Magnus A/S, Lundtoftegade 93 Copenhagen N. I.R. 23.

Wants to sell to U.S. through importer-distributor high quality metal drawing presses, specialized hydraulic press equipment including custom-order types. Scan-Technic, Ltd., Raadhuspladsen 16, Copenhagen V. WTD 4/2/62 I.R. 186.★

355 Special Industry Machinery

Manufacturer desires to export modern dairy machinery. Paasch & Silkeborg, Silkeborg. WTD 7/12/62 I.R. 30.

Complete line of screw cap manufacturing equipment to sell with no license fee screw cappers—vacuum and vapor; case sealers adjustable. Sonderbys Fabrikker. Toldbodgade 33, Copenhagen K. I.R. 196.

Vibrating-type small parts feeder for automatic high speed assembly lines. Also zipper manufacturing equipment. Ivan Lystager A/S & Lysta A/S, Hoffdingsvej 14, Valby, Copenhagen. WTD 5/2/57 I.R. 107.

Manufacturing equipment for fine metals, new types of automatic packaging machinery, new types of electronic parts, equipment. Steven Stanford, P.O. box 345, Copenhagen V. I.R. 14.

Horizontal, vertical separators for fat and/or oil processing, continuous fat processing plants. Handling raw fat from slaughterhouse to final product ready for soap, margarine or like production. A/S Titan, Tagensvej 86, Copenhagen N. WTD 9/10/59 I.R. 81.

356 General Industrial Machinery

Milking machine parts, field pumps. Strange-Hansen, Kongevej 155 Virum I.R. 93.★

358 Service Industry Machines

Needs agent for complete line of laundry equipment to buy for own account. A/S Georg E. Mathiasen, Vordingborggade 12, Copenhagen. WTD 5/28/63 I.R. 114.

362 Electrical Industrial Apparatus

Transmotor converters, generators. Fa. Erik Westerberg, Randersgade 17, Copenhagen O. WTD 9/11/61 I.R. 160.★

363 Household Appliances

Household washing machines, ironers. Aktieselskabet Ferm. Ulstrup. I.R. 60.

364 Electric Lighting, Wiring Equipment

Would like to export home, institutional modern Danish design lighting lamps, fixtures, small special interior lighting types. Lyfa A/S, Blankavej 23, Valby. WTD 6/9/61 I.R. 85.

365 Radio, Television Receiving Sets, Except Communication Types

Professional tape recorders 2-4 channels for hospital use. Frequency modulated 0-2000 cycles. Fa. Movic, Højnasvej 56, Vanløse. WTD 8/22/61 I.R. 19.★

366 Communication Equipment

Wishes contact with U.S. electronics distribution company for sale of general radio-communication equipment. Storno, (Division of Great Northern Telegraph Co.), Ved Amagerbanen 21, Copenhagen. WTD 11/28/62 I.R. 146.★

369 Electrical Machinery

New type patented, low cost electric hair-curler. Bybjergs Radio and T.V., (Carmen Curler), 42 Skibbrogade, Kalundborg. I.R. 79.

Manufacturer has high quality printed circuits of all types. Danish Printed Electronics A/A Gissfeldtvej 8, Brøndby Strand, Copenhagen. I.R. 109.

373 Ship Building, Repairing

Fibreglas life boats. Maritime Plastic Co. A/S, Bredgade 34, Copenhagen K. I.R. 159.★

381 Engineering, Laboratory, Scientific, Research Instruments

Slide rules for advertising purposes. Diwa Manufacturing Co. Gentoftegade 45, Gentofte, (Copenhagen). WTD 7/8/59. I.R. 188.★

384 Surgical, Medical, Dental Instruments

Wheel chairs; folding portable, general purpose, hand operated through chain or pulley drives, motorized units using small gas engine. Karl Jensen, Nordre Strandvej 37, Risskov. I.R. 66.

391 Jewelry, Silverware, Plated Ware

Interested in additional outlets in U.S. for fine silverware products. Frantz Hingelberg, St. Torv 3, Aarhus. I.R. 76.

396 Costume Jewelry, Costume Novelties, Buttons

Fancy goods, gift articles of wood, also high quality toys. Rud Madsen, Englandsvej 393, Kastrup, Copenhagen. WTD 7/14/59 I.R. 84.

399 Manufacturing Industries

Outdoor lanterns. Exclusive Exports, 11 Blaabaervænget, Skanderborg. I.R. 75.

Candles. Asp-Holmblad A/S, Blegdamsvej 104, Copenhagen O. WTD 5/4/60 I.R. 15.

Bakelite handles. Backhaus & Co., Slots-gade 3, Ribe. I.R. 90.

Wants U.S. distributor for household adhesives based on pva, casein, epoxy, urea, other systems: Will repack under U.S. product identification for U.S. marketer. Dansk Limfabrik, Koge. I.R. 117.

Hand carved teak-trays, figures, figurines, boxes, bowls, specialty, novelty items. Also some household articles. Arne Basse Danish Art Handicraft, Fjordbakken 3, Horsens. I.R. 54.

Teak, copper, ceramic items. Kesa. Aegirsvej 27-33. I.R. 43.

Manufacturer of waterproofing materials for building trade. Needs distribution, sales organization in U.S. for special building materials, primarily waterproofing materials. Vandex-B. V. Laboratoriet 107 Grenaavej, Aarhus-Risskov. I.R. 71.

Wants to market Dovre fireplace in U.S. Kaare Schlosser Møller, Ole Deviks vei 18, Bryn, Oslo. I.R. 89.

Special truck mounted ladder. A/S Tønsberg Jernindustri, Stigefabrikker, 30 Slagenveien, Tønsberg. WTD 3/7/60 I.R. 104.

509 Wholesalers

Jute rags, waste. Sækkcentralen "Norden" A/S, Vestre Teglade 4-6, Copenhagen SV. I.R. 118.

Investment Opportunities

Norway

Licenses offered

Varied products

Licenses are offered U.S. manufacturers for the following products which are claimed to be unique: aluminum or steel and glass curtain walls which do not require sealants, flexible glass window system, equipment for vapor degreasing, industrial gas mask, cold weather boot or overshoe, pole or pipe handling jack, and new drum transport dolly. The name and address to write to for additional information on these products may be obtained from the Bureau of International Commerce, Office of International Invest-

ment, File 1143, Department of Commerce, Washington, D.C. 20230.

Licenses, joint venture sought

203 Food

Seeks license to make dehydrated food. Rieber & Son A/S, Nostegt 58, Bergen.

207 Candy

Manufacturer of nonchocolate candies seeks license to make U.S. candies. Kielands Fabrikker A/S, Toyengaten 31, Oslo.

261 Pulp mills

Joint venture sought for the production of wood pulp products. Haus-Hendrik Borsting, Kongensgate 7, Oslo.

363 Household appliances

License sought to make dishwashers by manufacturer of household articles. Lorentzen & Wettre, Radhusgaten 7b, Oslo.

Manufacturer of small electrical kitchen appliances seeks license to make rotisseries, range hoods, powered hand tools, electric hedge clippers, chain saws and small dishwashers. A/S Svelvik Papirfabrik, Svelvik.

366 Communication equipment

Electronic equipment manufacturer seeks license to produce electrical alarm and signalling systems. N. Jacobsens Elektriske Verksted A/S, 38 Goteborg-gaten, Oslo.

Denmark

Licenses offered

Additional information on the following offers of licenses to U.S. manufacturers may be obtained by writing to the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, and referring to the appropriate file number assigned each opportunity.

202 Cheese

Cheese manufacturer offers a license for the production of a special cream cheese that has a shelf life of 3 months. File 1138.

252 Office furniture

License offered for the U.S. manufacture of flexible office furniture. File 1139.

343 Oil burners

Central-heating equipment manufacturer offers license for production of its home heating oil burner. File 1140.

355 Dairy machinery

Seeks U.S. licensee to manufacture its complete line of dairy machinery. File 1141.

396 Hair curlers

License offered for the manufacture of a new type low-cost electric hair curler. Unit is claimed to have advantages over existing home permanent and hair dryer systems, including mobility while in use. File 1142.

Licenses sought

204 Animal feed

License sought to make poultry feed and disinfectants for chicken houses. M. Kragelund Fabrikker, Jfr. Anesgade 16, Aalborg.

282 Resins

Manufacturer of plastic foil and polyethylene film offers interest in firm in return for technical know-how. A.S. Extrusion, Landlystvej 40, Copenhagen, Valby.

307 Plastics

Seeks license to make new and novel items for advertising specialty field. A. Behrend, Kaermindevej 6, Glostrup.

343 Oil burner

License wanted for the production of high-pressure oil burners for use in ships, power plants and public utilities with a 10 to 250 gallon per hour fuel capacity. Aalborg Vaerft A.S., Aalborg.

363 Household appliances

Household washing machine manufacturer seeks license to build U.S. automatic agitator-type washing machines. Aktieselskabet Ferm, Ulstrup.

367 Electronics

Manufacturer of printed circuits seeks license to make microcircuits. Danish Printed Electronics A/S, Gissfeldvej 8, Brondby Strand, Copenhagen.

Varied manufacturers

License sought for the production of variable-speed industrial transmissions, machine drives and equipment, and small electric power woodworking equipment. Maskinfabriken Variator, Himmelvej pr. Roskilde.

Manufacturer of presses, tools and dies, and house trailers seeks license to manufacture room air conditioners and camping trailers. G.A.L. Thorsens Fabriker A/S, Randers.

License sought for the manufacture of modern sprinkler system with flush-mounted head for fire protection of buildings, heating and sanitary installations, prefabricating and welding of pipes and scaffolding. Erik Bjorkholdt, Emilie Kildevvej 13 A, Klampenborg.

Machinery manufacturer seeks license to make conveyors, hydraulic presses, roadbuilding and construction machinery as well as packaging machinery. Atlas A/S, Baldersgade 3, Copenhagen N.

Department Field Offices

Albuquerque, N. Mex., 87101, U.S. Courthouse. 247-0311.
Anchorage, Alaska, 99501, Room 60, U.S. Post Office and Courthouse. Phone: BR 2-9611.
Atlanta, Ga., 30303, 75 Forsyth St., N.W. Jackson 2-4121.
Birmingham, Ala., 35203, Title Bldg., 2028 Third Ave., North. Phone: 323-8011.
Boston, Mass., 02110, Room 230, 80 Federal Street. Capitol 3-2312.
Buffalo, N.Y., 14203, 504 Federal Building, 117 Ellicott St., TL 3-4216.
Charleston, S. C., 29401, Suite 201, Marcus Building, 6 Broad Street. Phone: 722-6551.
Cheyenne, Wyo., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.
Chicago, Ill., 60606, Room 1302, 226 West Jackson Blvd. 828-4400.
Cincinnati, Ohio, 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth Street. 381-2200.
Cleveland, Ohio, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. 241-7900.
Dallas, Tex., 75201, Room 3-104, Merchandise Mart, 500 South Ervay Street. Riverside 8-5611.
Denver, Colo., 80202, 142 New Custom House, 19th & Stout Street. 534-4151.
Detroit, Mich., 48226, 438 Federal Bldg. 226-6088.
Greensboro, N. C., 27402, Room 407, U. S. Post Office Bldg. 273-8234.
Hartford, Conn., 06103, 18 Asylum St. Phone: 244-3530.
Honolulu, Hawaii, 96813, 202 International Savings Bldg., 1022 Bethel St. 58831.
Houston, Tex., 77002, 5102 Federal Bldg., 515 Rusk Ave. CA 8-0611.
Jacksonville, Fla., 32202, 512 Greenleaf Building, 204 Laura Street. ELgin 4-7111.
Kansas City, Mo., 64106, Room 2011, 911 Walnut Street. Baltimore 1-7000.

Los Angeles, Calif., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. 688-2830.
Memphis, Tenn., 38103, 212 Falls Building, 22 N. Front Street. Jackson 6-3426.
Miami, Fla., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. FRanklin 7-2581.
Milwaukee, Wis., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.
Minneapolis, Minn., 55401, Room 304, Federal Bldg., 110 South Fourth Street. Phone: 334-2133.
New Orleans, La., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Avenue. Phone: 529-2411.
New York, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Longacre 3-3377.
Philadelphia, Pa., 19107, Jefferson Building, 1015 Chestnut Street. Walnut 3-2400.
Phoenix, Ariz., 85025, New Federal Bldg., 230 N. First Avenue. Phone: 261-3285.
Pittsburgh, Pa., 15222, 1030 Park Bldg., 355 Fifth Avenue. 471-0800.
Portland, Ore., 97204, 217 Old U. S. Courthouse, 520 S. W. Morrison Street. 226-3361.
Reno, Nev., 89502, 1479 Wells Avenue. Phone: FA 2-7133.
Richmond, Va., 23240, 2105 Federal Building, 400 North 8th Street. Phone: 649-3611.
St. Louis, Mo., 63103, 2511 New Federal Building, 1520 Market Street. MAin 1-8100.
Salt Lake City, Utah, 84101, 222 S. W. Temple St. DAVIS 8-2911.
San Francisco, Calif., 94011, Room 419, Customhouse, 555 Battery St. YUkon 6-3111.
Santurce, Puerto Rico, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.
Savannah, Ga., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull Street. ADams 2-4755.
Seattle, Wash., 98104, 809 Federal Office Bldg., 909 First Avenue. MUtual 2-3300.



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